

FIG. 1A

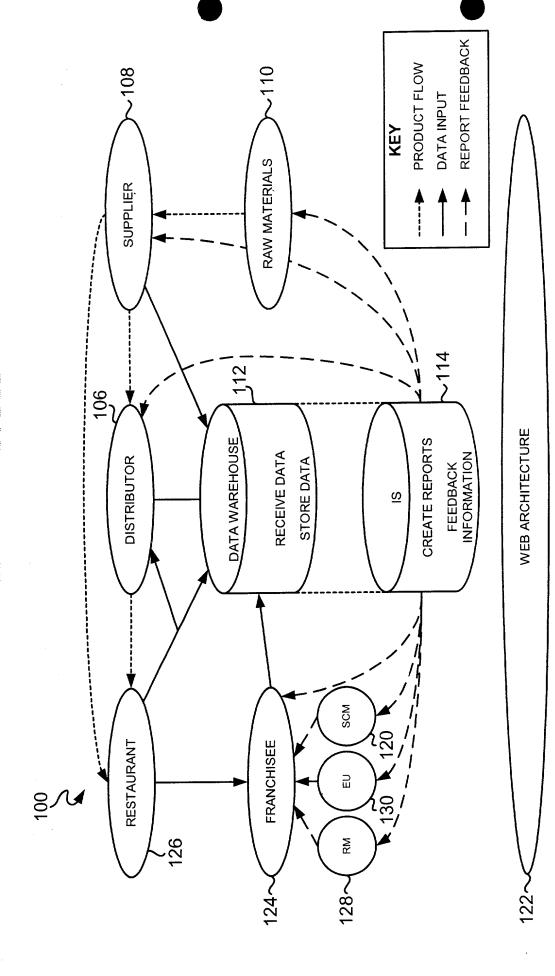


FIG. 1B

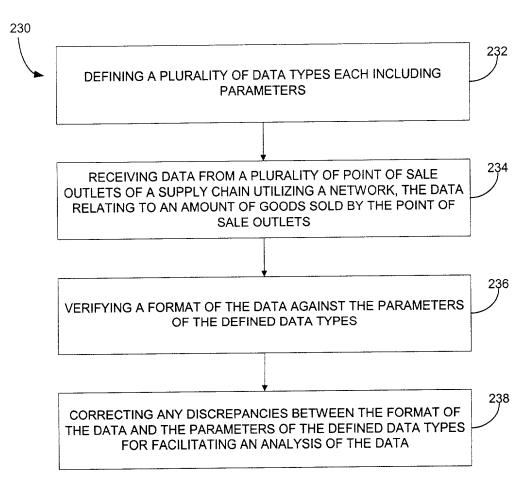


FIG. 2

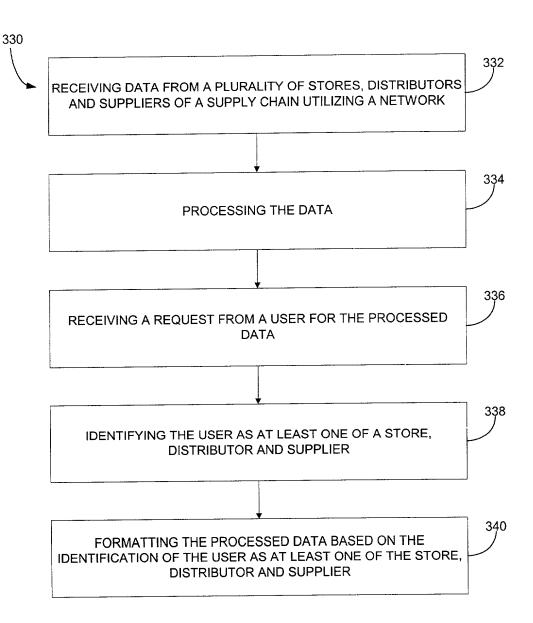


FIG. 3

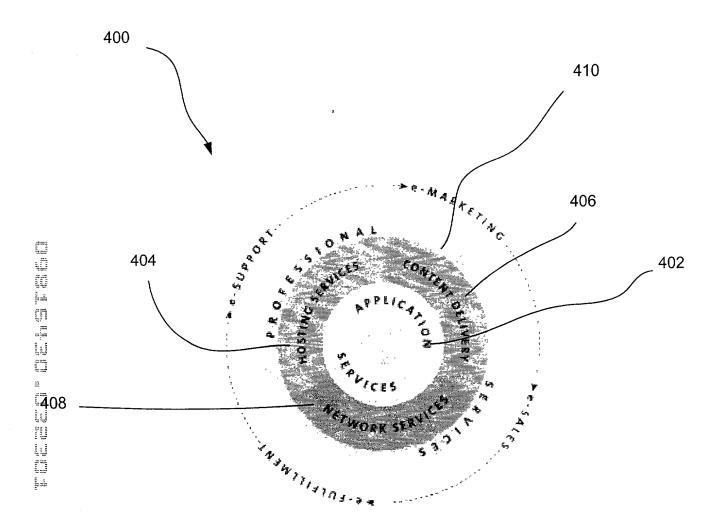


Fig. 4

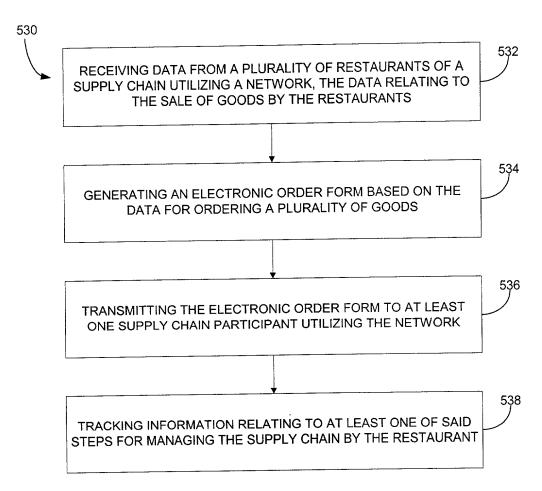


FIG. 5

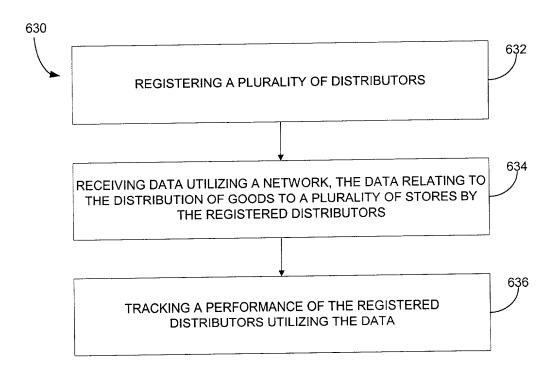


FIG. 6

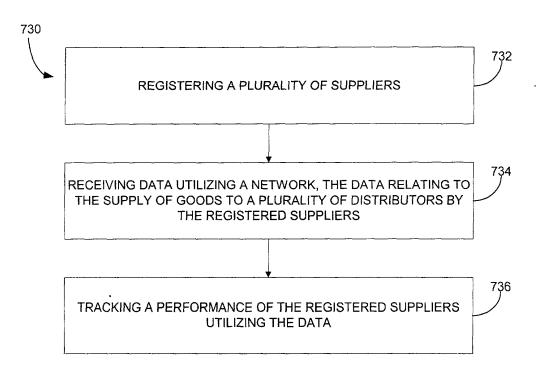


FIG. 7

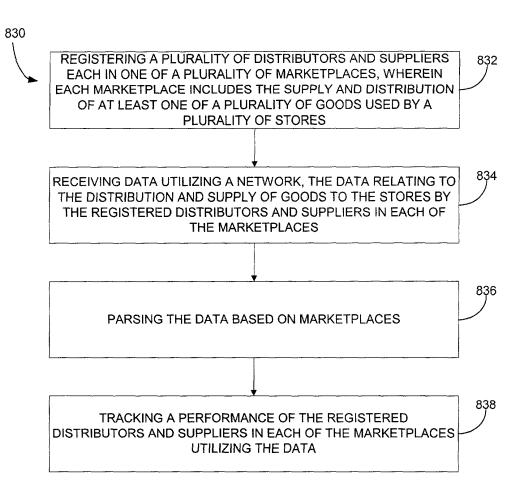


FIG. 8

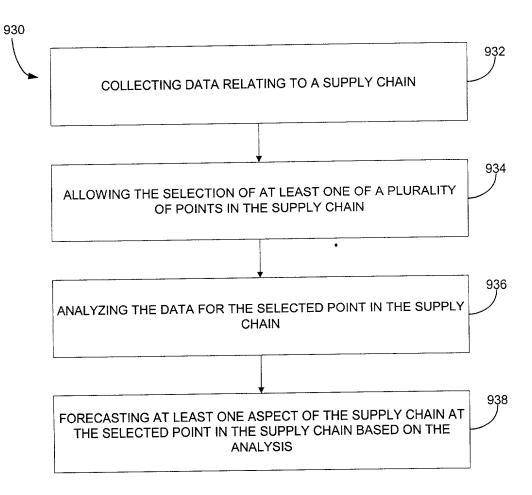


FIG. 9

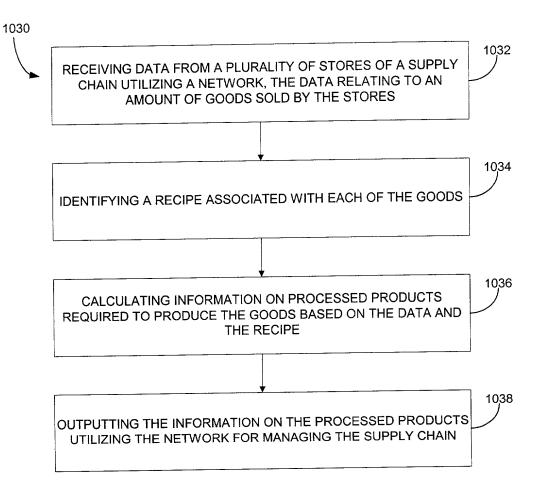


FIG. 10

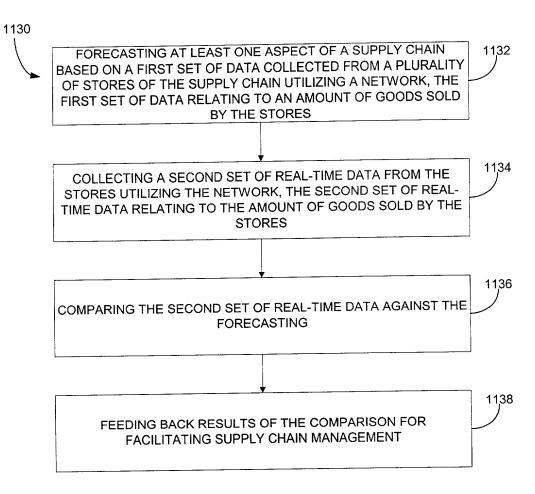
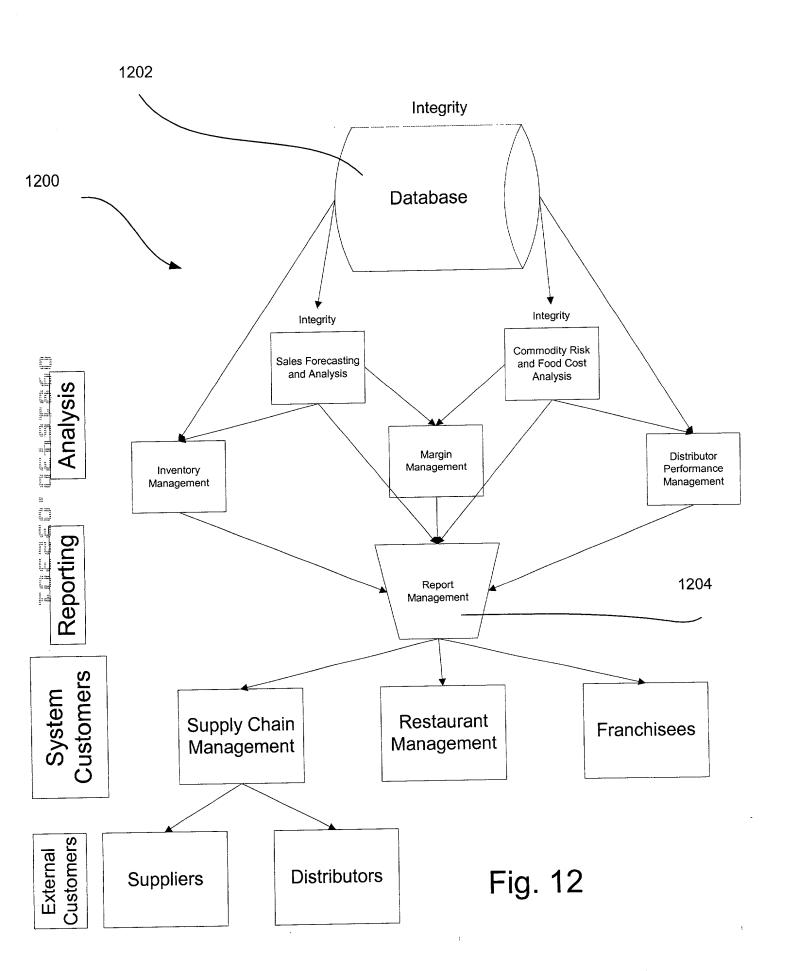


FIG. 11



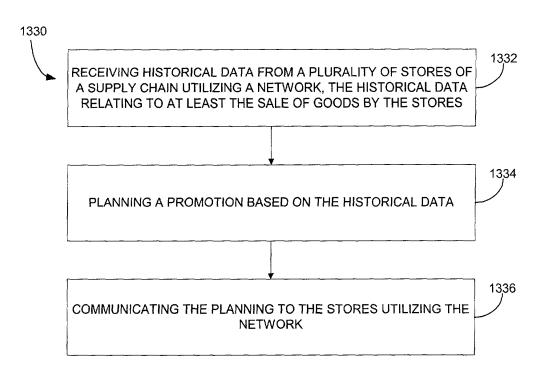


FIG. 13

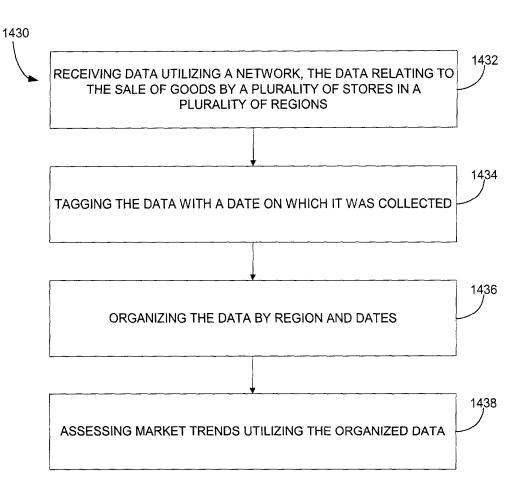


FIG. 14

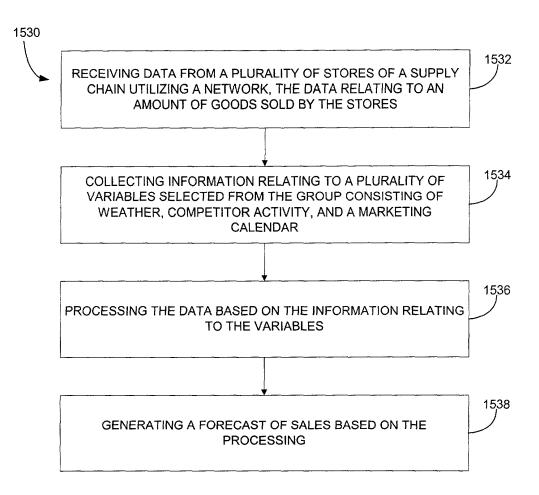


FIG. 15

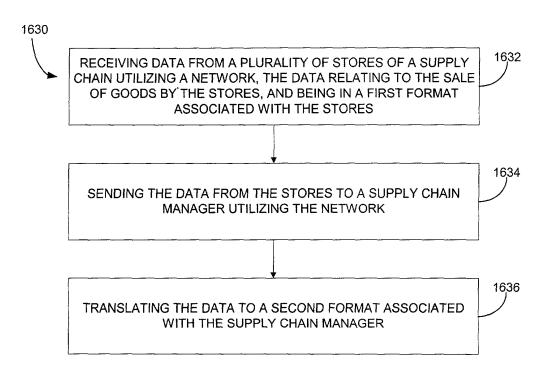


FIG. 16

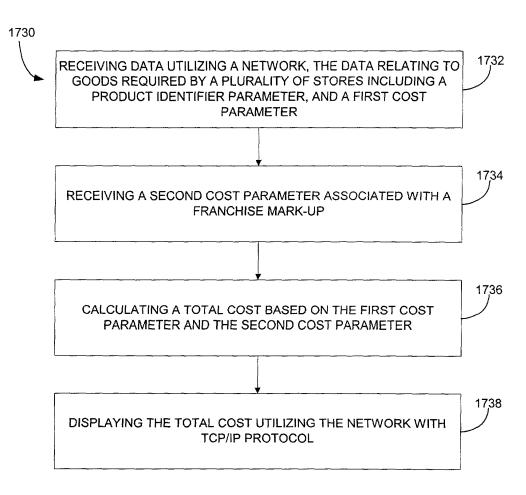


FIG. 17

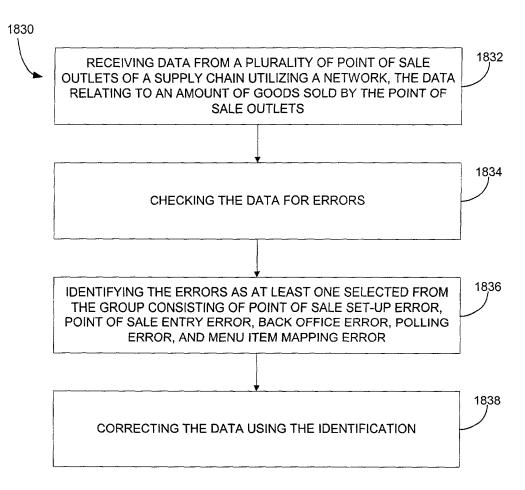


FIG. 18

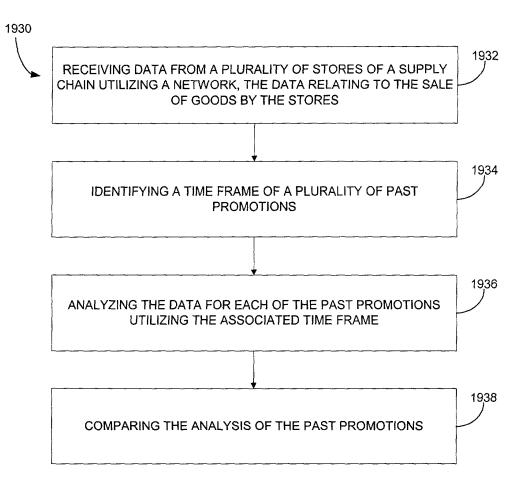
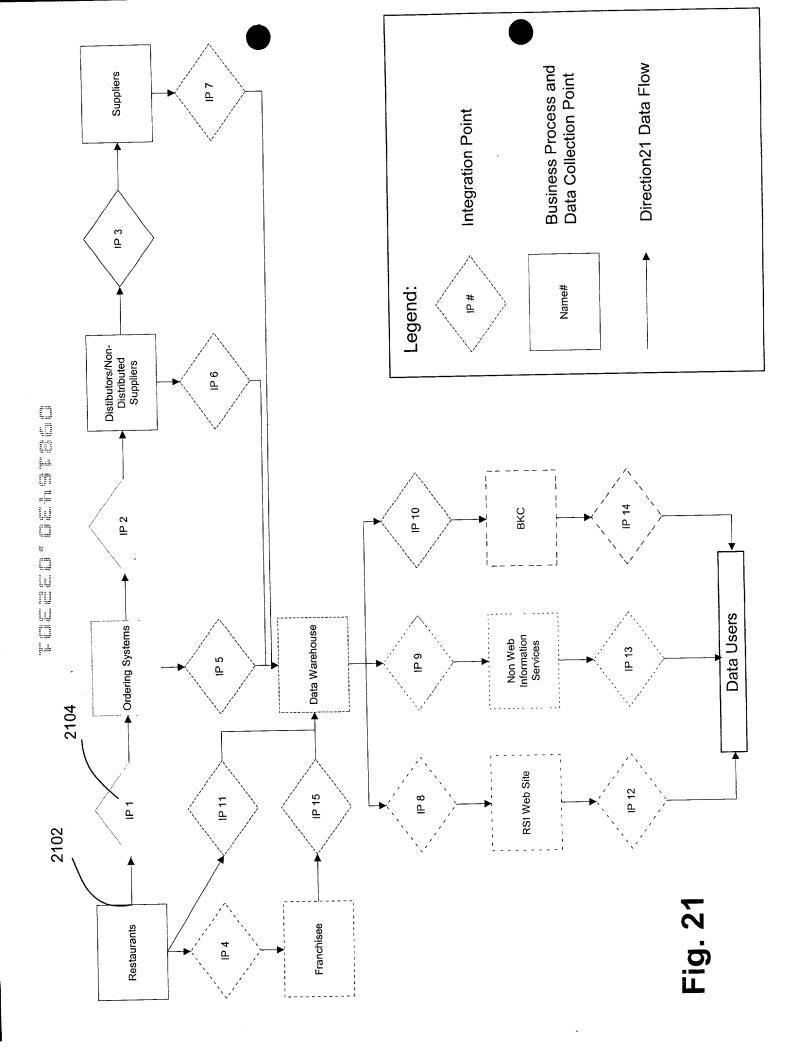
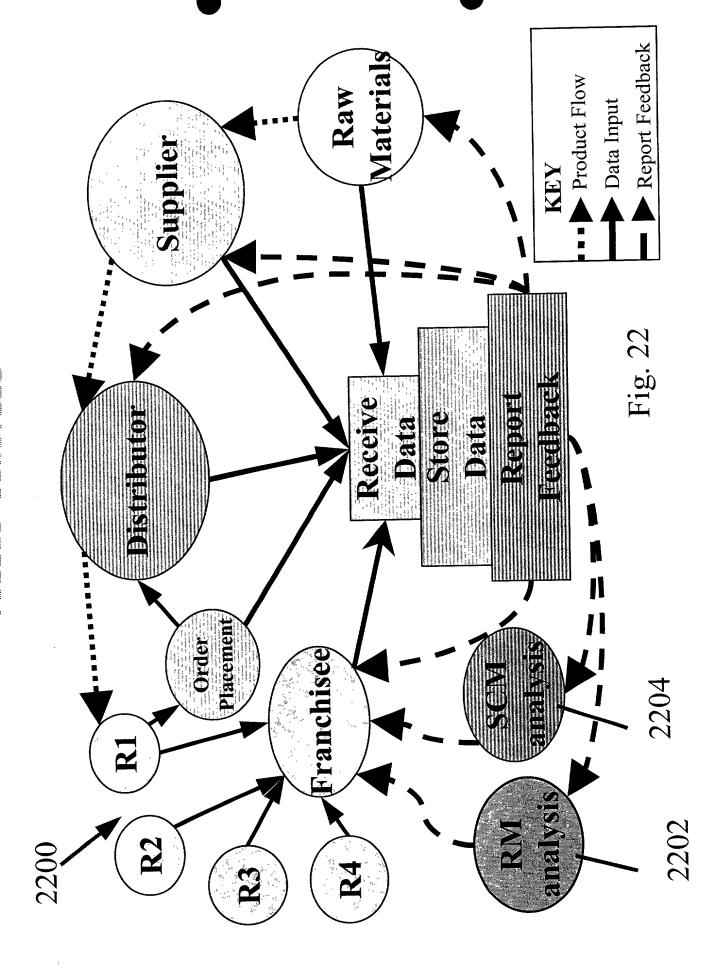


FIG. 19

2000

Fig. 20





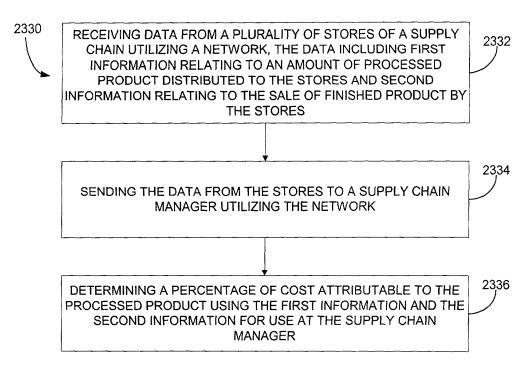


FIG. 23

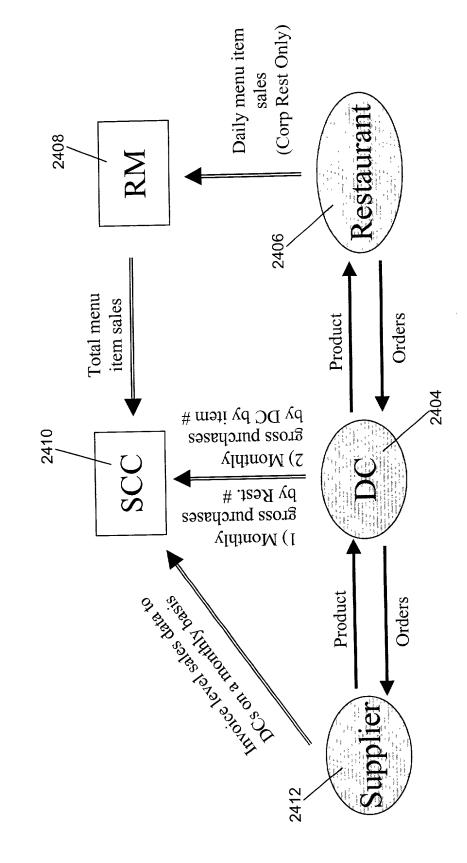
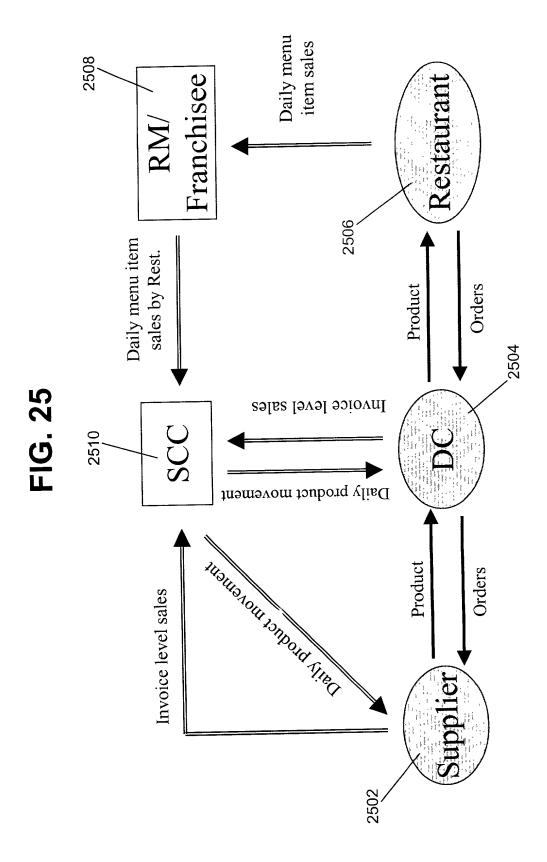


FIG. 24



2600					II.	FIG. 26	26								2604	
× **	Ze0Z					es Fo	recas	t Wor	Sales Forecast Worksheet - System	t - Sy	stem		+			
Week	٥	02	N-6 √	History W-5 W	4	W-3 \	W-2	W-1	W+1 V	W+2 V	W+3 V	W+4 V	5	) 9+M	03	94
GRP's  Ntn'l Marketing Theme Advertising Score Local Considerations Competition Index Weather Index																-
Sales History/Forecast Total (\$/store)	/store)	-														7
   Key Products by Menu Item (units/day/store)	s/day/sto	re)														
WHOPPERS WHOPPERS W/CHEESE YWVM WHOPPERS	437 208 805	327 172 723	203 143 701	207 140 692	193 135 623	234 155 760	297 196 921	282 172 829	300 163 900	344 172 943	358 179 829	394 196 912	413 206 958	409 204 948	284 143 707	327 164 813
Key Products by Inventory Item (cases/day/st	cases/da	ly/store)														
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	9.9	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2 4.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2 2.7	0.2	0.2	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	4. 5. 0.	1.3	1.2	4.0	1.7	1.6	1.7	4.0 4.0	1.7	1.8 4.0	0.1 0.4	0.1 0.4	4.0 6.0	1.6 0.3
vvrap vvnopper Ketchup- Bulk	. t. 0.		2 <del>-</del> 1	4. 6	1.2	1.5	1.8	1.7	1.8	1.9	1.8 2.7 8.7	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8 3.4	101.8 2.9	87.3	80.0 2.4	2.2	95.0 2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	6.4	3.55	4.1
ice	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4 6.	4.7	4.9 6.	<del>4</del> დ	3.5	4 L
elC	_							•								

### FIG. 27

	1	Promotional Monitor - System & Regional	oM lenc	nitor - S	System	& Regio	nai						
			History	2					Week #1	#1			
		4/M	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
10,47		\$23,000,\$23,500	23.500	ΙQ	\$23.450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for	Menu Item Sales for Key Products(units/restaurant/W	ırant/week)											
Category	Seament												
Catcyory	MUDDEBS	215	211	228	269	32	8	37	37	9	8	46	786 786
Nopper			142	148	162	18	20	23	21	23	32	56	165
		000	679	714	813	6	103	17	111	120	180	137	857
	YWVM WHOPPERS	660	200			777	157	470	170	183	275	509	1 309
Whopper Total		1,060	1,032	080,1	7,	<u>‡</u>	2	2	2	3	ì		
													_
Varions from Ext	Variance from Expected (Highlighed Areas are Outside	utside of E	of Expected Range)	(ange)									
Mana Ice II Collin Coll	WHODDERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
מלוסו ואא	TANDERS WITH THE SE	8 1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	%0.6	%9.9
		10 00/	10.7%		-1 9%	30%	3.0%	1.0%	2.0%	16.0%	19.0%	7.0%	7.7%
	Y VVVIM VVHOPPERS	12.2/0	2/ 1/2	2/2/1	200	30,00	200	\ \ \ \ \	/00/	100 00	16 30/	%∪ α	%0 9
Whopper Total		10.6%	%9·6-	-23.4%	-4.1%	2.1%	3.3%	% O.T.	4.5%	13.370	0.57	9.00	200
		•											

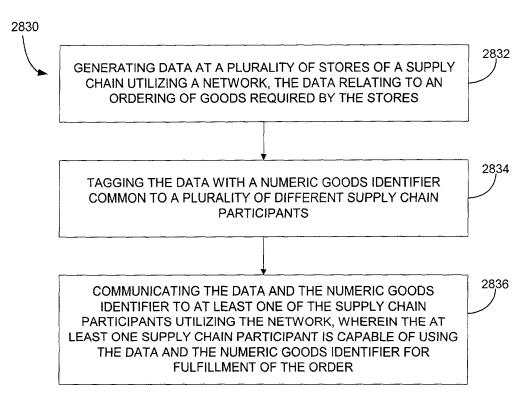


FIG. 28

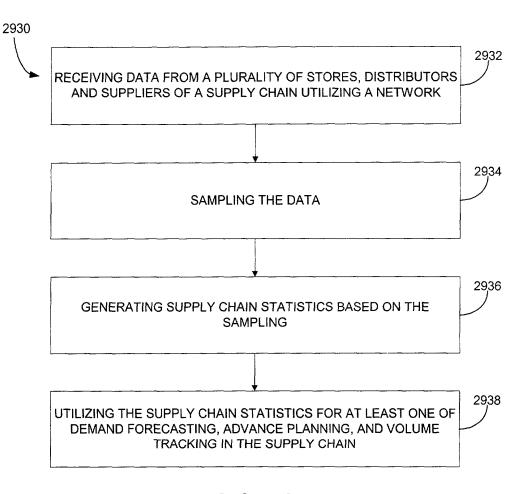


FIG. 29

Distribution Center: Alliant Topeka

3000

Time Period (Month/Yr):

### **Delivery Order Fill Rate**

Total Cases Ordered: 65712

%00.0 Overlooked and Not Returned 0.43% Short on Truck 62 0.09% MisPicks 68 0.10% Damages 154 0.23% Warehouse Outs Cases: Percent Operations: 3002

568 0.86%

Total Operations

Percent: 1.51% 0.11% Distribution Center Total: Cases Percent

1.61%

0.00%

Total Purchasing

Out of Code

Substitutions

Out of Stocks

990

Cases:

Purchasing:

3004

 Distribution Center Total:
 Cases
 Percent

 Operations:
 568
 0.86%

 Purchasing:
 1060
 1.61%

 Grand Total:
 1628
 2.48%

Delivery Order Fill Rate: 97.52%

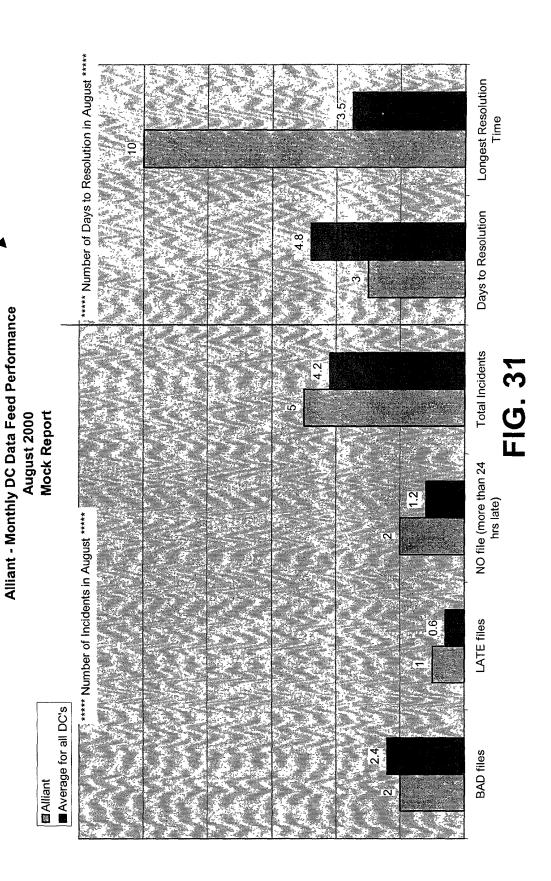
### **On-Time Delivery Rate**

Total # of Deliveries: 1232
# of On-Time Deliveries: 0.00%

### Perfect Order Rate

58.85%	Perfect Order Rate:
725	Total # of Perfect Orders:
1232	Total # of Deliveries:

FIG. 30





3200

### Service Level Reporting August

	Fill Rate	OnTime	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%	2014 8 0 Call of Section 1971	
King-Atlanta	99.34%	92.818	78.70%
King-Jacksonville		1000000 1000000 1000000000000000000000	80,90%
King-Louisville	W. C.	45 Mary 1988 198 52 98	98 98%
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%	20	
Maines New England	100 00 00 00 00 00 00 00 00 00 00 00 00		79 83%
MBM Fullerton	99.13%	Value of the control	#DIV/0i
MBM Lewisville	<b>《新》</b>	100 To 10	#DIV/0i
MRM Orlando	2016年 11 10 10 10 10 10 10 10 10 10 10 10 10	83,60%	#DIV/0I
MBM Rocky Mount	99.13%	12 14 15 Miles 192 46%	#DIV/0i
McCabe's	908 60 E ST 10 80 80 80 80 80 80 80 80 80 80 80 80 80	*** 54 99.72%	96.84%
McLane Lubbock	#DIV/0i	ι0/ΛIG#	#DIV/0I
Nicholas & Co.	7608/65 (10) (10) (10) (10) (10) (10) (10) (10)	96.04%	85.37%
PFD Supply	99.16%		100 July 80.12%
PFG Victoria	99.42%	10//\lQ#	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Dak Creek	99.31%		
Reinhart-Rogers	90,20%		
Restaurants NW	%E0'66	99,07%	80.47%
Shamrock Commerce City	98 24%		85,13%
Shamrock Phoenix	98.81%	93.88%	
Sygma Harrisburg	100 00 00 00 00 00 00 00 00 00 00 00 00		**************************************
Sygma Stockton	9,8000 PM	PHOTO TO STREET	
Sysco	66.66	8 (00 00)	

Perfect Order	%00.82	80.00%
On - Time	%00'06	%00'06
Fill Rate	88.50%	%09.66
	BVC Mio	RSI Min

ÖK	Didn't meet RSI Min	Didn't meet BK Min	
0			

FIG. 32

Vendor:

Time Period:

XYZ Company

3300

Delivery Statistics:

Aug-00

3300

Inventory Management:

95% 0.93 95% On-Time Delivery Percentage DC Adherence to Lead-Time DC Requested Lead-Time

Days Delivery Late

Average Days On Hand SKU#1 SKU #2

SKU#1 SKU#2

Max Days On Hand

9 32

Monthly Carrying Cost

Average as % FOB SKU#1 SKU#2

12,589 42,513 1.25%

## Invoice, Payment and Pricing:

Hours Delivery Late

Monthly Freight Variance Monthly Total Variance Monthly FOB Variance Days for Payment

-7-	30,152	3,594	33,746
	↔	ક્ર	ક્ક

### Invoice Accuracy:

Perfect Order Percentage PO Accepted Rate Invoice Fill Rate

97.75%	%00.66	92.34%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance August 2000 Mock Report

Longest Resolution Time Days to Resolution Total Incidents NO file (more than 24 hrs late) ■Average for All DC's ■H & H Foods LATE files 3400~ BAD files

### FIG. 35

# Service Level Reporting November - Mock Report

	Overcharge	Percentage	
OODIES OF STATE OF ST	Para Public As a Para Para Para Para Para Para Para P		330% - 330 330% - 33 G
OWARK INSTRUMENTS, INC.	200 Sept 2018 64 861 Sept 2018		
HITEFORD FOODS, INC.	25-1	·斯斯斯·197.3%。 * · · · · · · · · · · · · · · · · · ·	4. 1. 1. 1. 1. 2. 4196 W. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.
EPAGE BAKERY / COUNTRY KITCHE	1. 1		
OR-SYSTEMEDIA	1997年1997年1997年1997年1997年1997年1997年1997	<b>電影を記。92.1%。可需認為</b>	216%
IGNATURE MEATS GROUP			494%
CHWEBEL'S BAKING CO	STATES STATES OF STATES OF THE	8878 1 3 3 95 1 96 88 PS	the statistical following sections
AUI OUP	- 20 30 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31 31 - 31 - 31 - 31 31 - 31 31 -		
IRA PLASTICS	Server Medica South Device		1.55% The state of
IXIE PRODUCE & PACKAGING			
OR-LAKE, INC.			
ORT JAMES OPERATING COMPANY			(1) (1) (1) (1) (1) (1) (1) (1) (1) (1)
RESH ADVANTAGE, KC	· · · · · · · · · · · · · · · · · · ·	9 - 2 - 98.6% by 100 P	1.90%
ILVER KING - MN - CORP			
YSON FOODS	9 <del>4</del>		
EADY ACCESS			
FORGIA PACIFIC TISSUE:			10 market 2 44 % 25 miles
LOUGHERTY PACKING		<b>2000年978年200日</b>	
EVERAGE - AIR		**************************************	A TOTAL CONTRACTOR OF THE PARTY
COMPONENT HARDWARE GROUP, INC.			2,06%
OCA - GOLA USA	1988 - C9		
OASTMASTER (************************************	\$1,909	93.5%	1.55%
SRANT COUNTY FOODS		%8'96	2:20%
RESH EXPRESS	50 media		
AYLOR FARMS			STATE OF STA
AODULAR DISPENSING SYSTEM	の の の の の の の の の の の の の の		
		P	System (ADO) Care and
SOSE DACKING COMPANY		2000 A	

3.00%	92.00%	\$5,000.00	SSI Min
% Invoice FOB	Percentage	Overcharge	
Monthly Carrying	Perfect Order	Monthly Total	





3500

3600

## Mock Report/1

	FYON	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b> Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0.30						
Total Dollar Purchases (in Millions) /2	(in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

// Includes on food cost index items. // Based on FY 99 Sales Volumes

FIG. 36

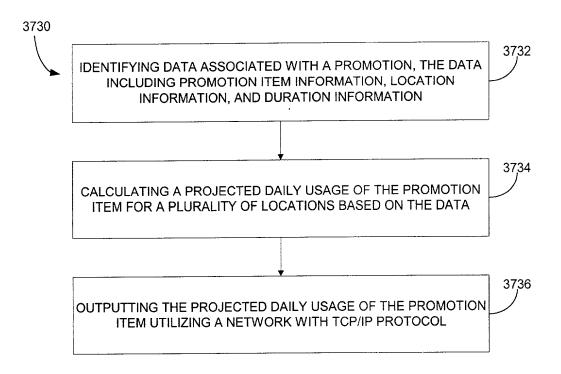


FIG. 37

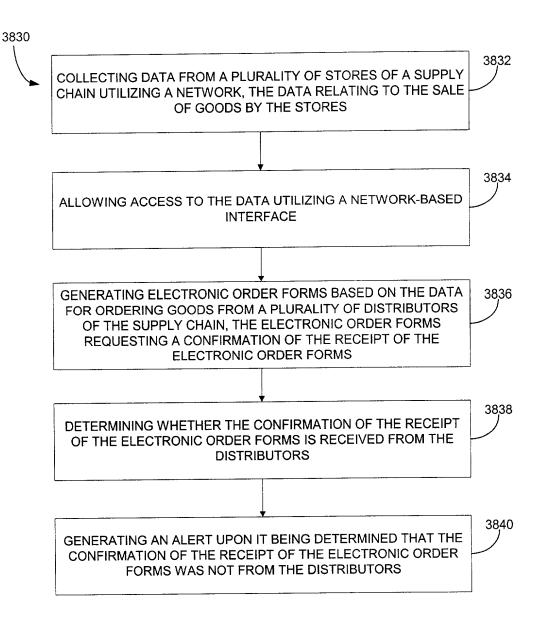


FIG. 38

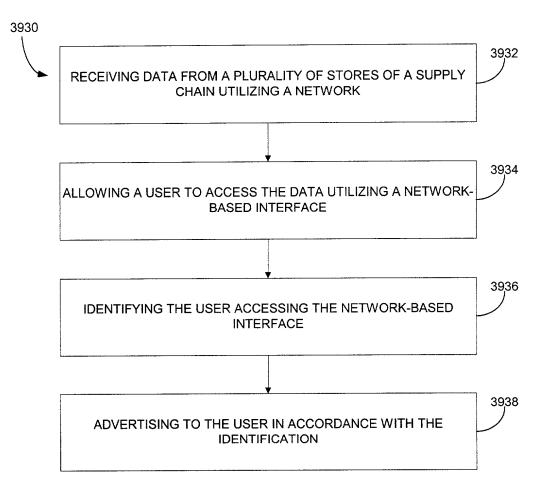


FIG. 39

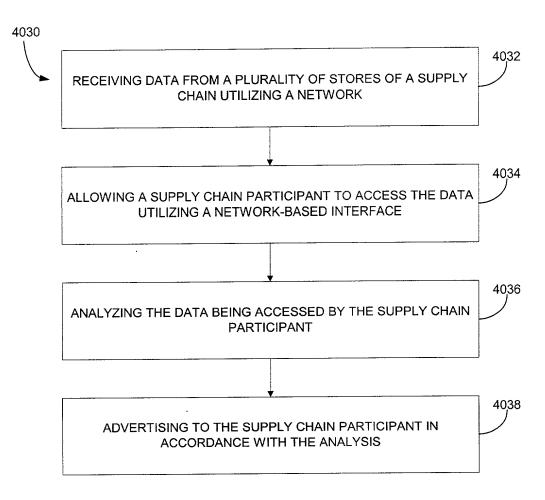


FIG. 40

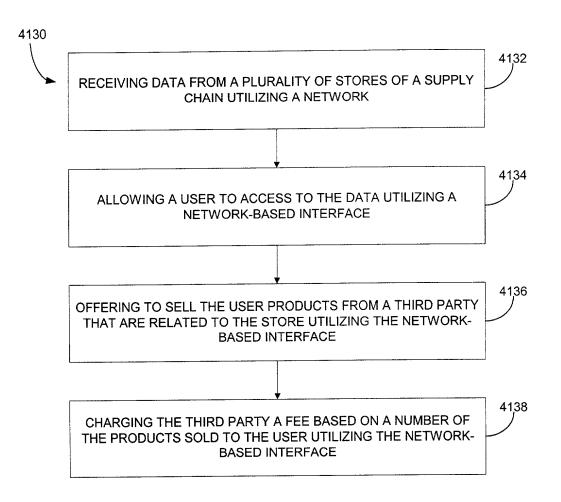


FIG. 41

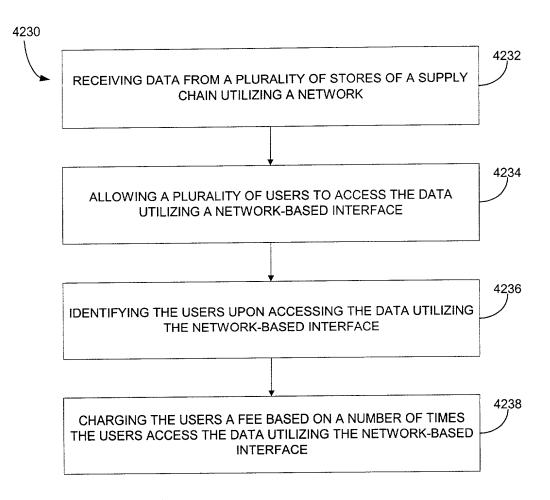
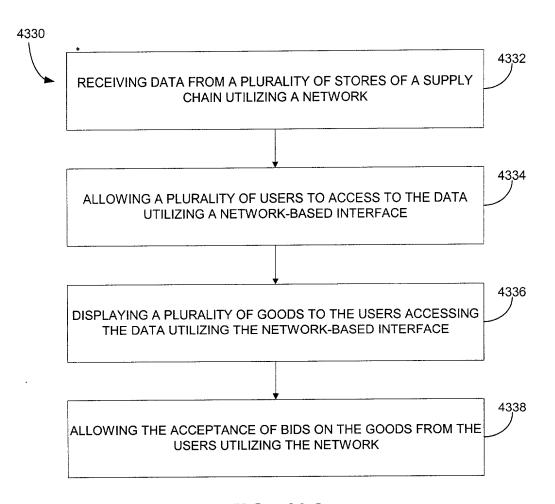
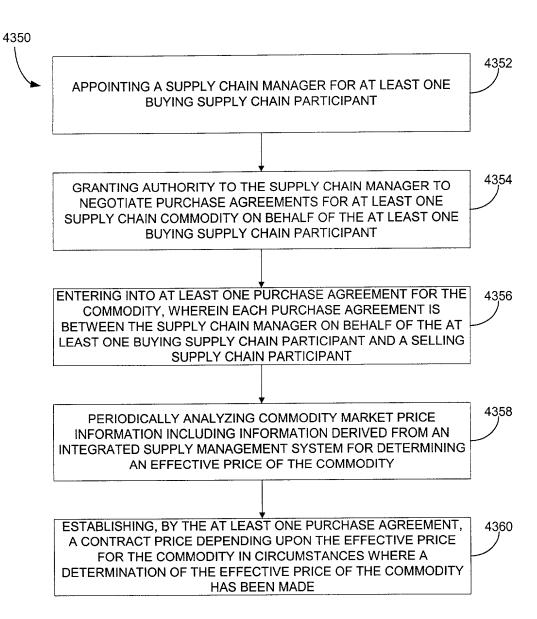


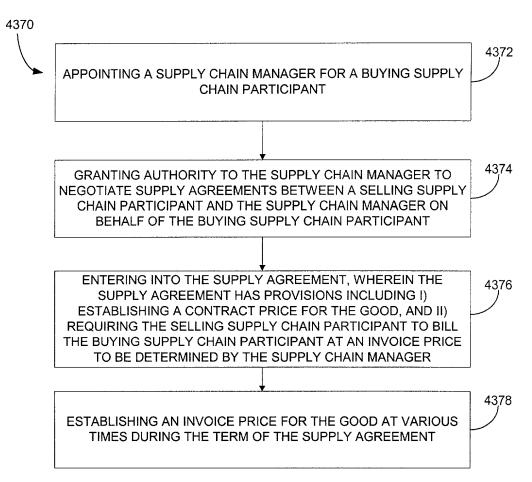
FIG. 42



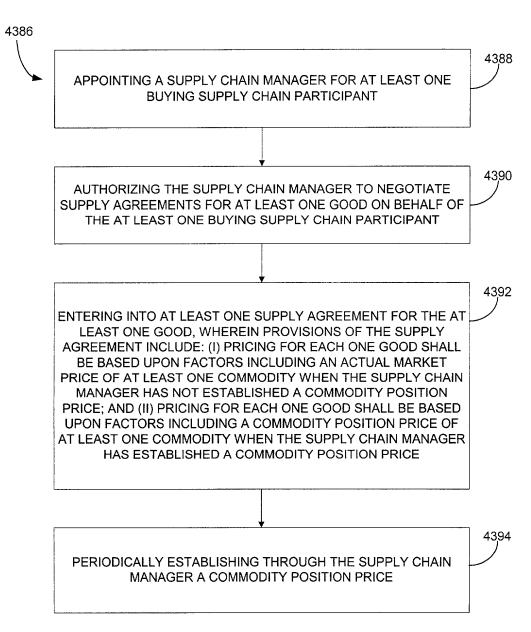
**FIG. 43A** 



**FIG. 43B** 



**FIG. 43C** 



**FIG. 43D** 

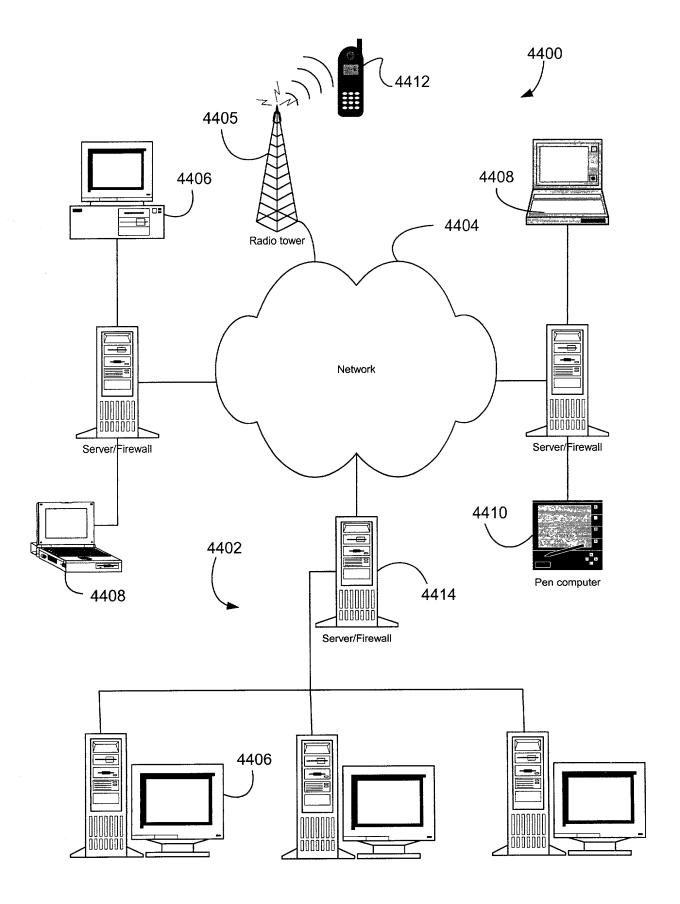


FIG. 44

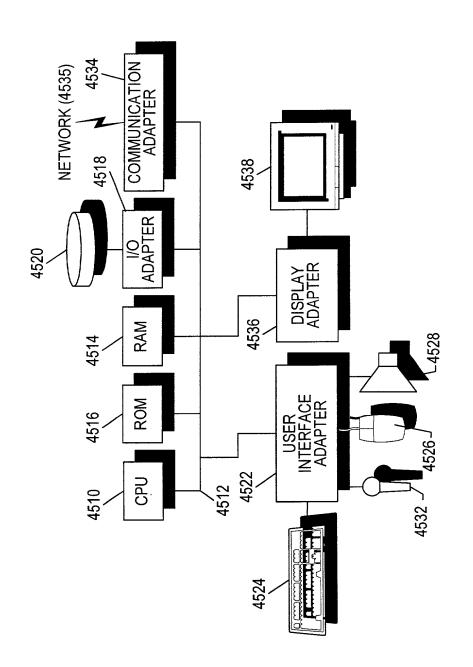


FIG. 45

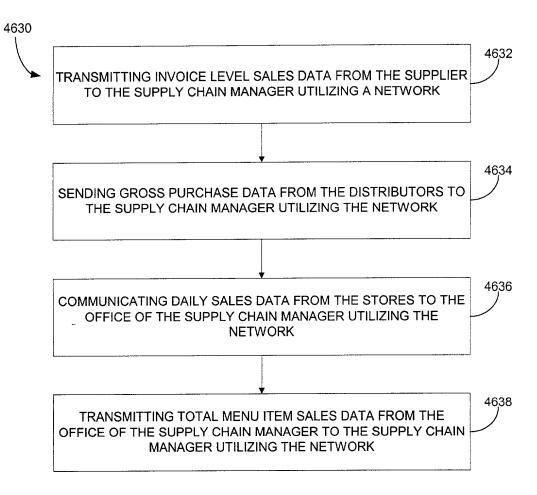


FIG. 46

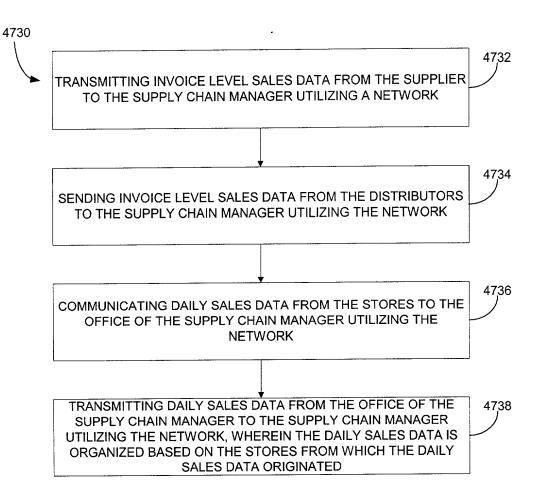


FIG. 47

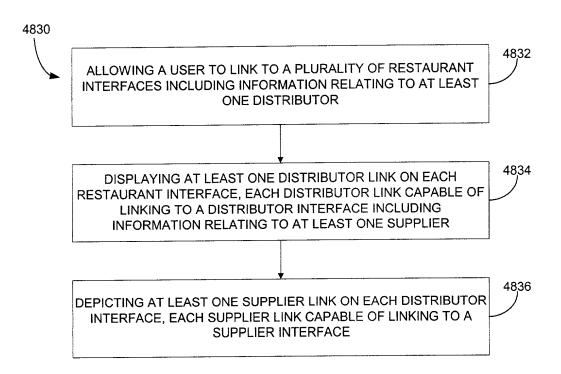


FIG. 48

**) シロー [inks \*** 28 4900 **6** Internet BURGER KING® System Independent Purchasing & Distribution Service Co-op \* Enter Site Corporation, food and packaging suppliers, marketing agencies, RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING Restaurant Services, Inc. system. Its primary purpose is to leverage the buying power of providers to streamline and improve the supply chain efficiency equiprient,"distribution and related services on behalf of more BURGER KING restaurants to achieve favorable contracts for franchisees, elected by region, one Burger King Corporation Franchisee Association. The cooperative maintains a close Restaurant Services, Inc. (RSI) is an independent memberfood, packaging, premiums, promotion products, supplies, representative and one member appointed by the Minority equipment vendors, distributors and information systems RSI's Board of Directors is comprised of BURGER KING owned purchasing cooperative serving BURGER KING® respective roles and responsibilities outlined in a formal RSI works closely with restaurant owners, Burger King working relationship with Burger King Corporation, with では、一般の意味を表現している。 4904 restaurant owners in the United States. Password than 8,300 restaurants. Operating Agreement. About RSI **franchisee** User Name नेतुर्वाल्ड्ड 🕰 http://www.rsiweb.com/home/index.asp 4902 NFA link General Information Contact Informati egal Information More About RSI Map/Directions BKC IIIK Helb

FIG. 49

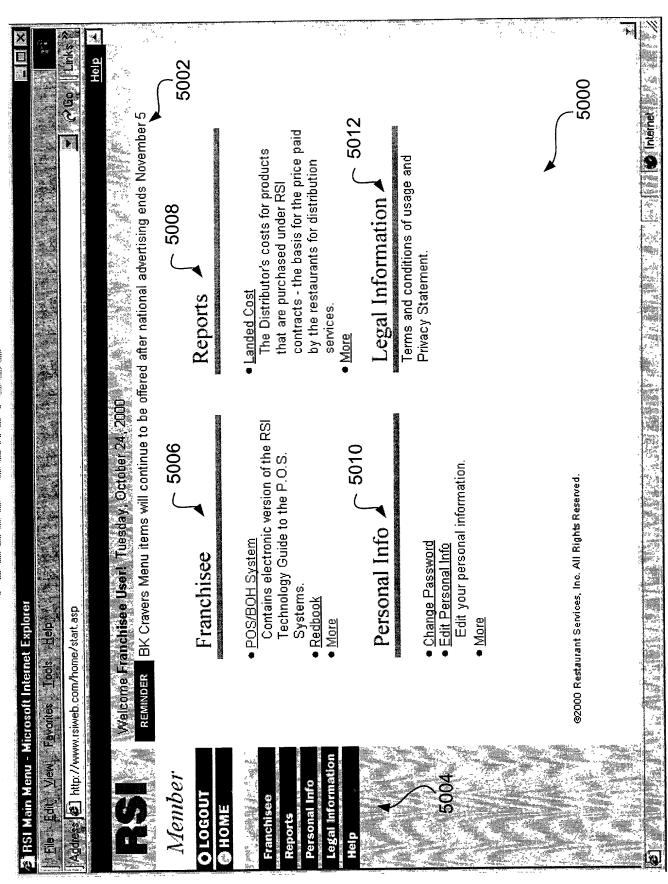


FIG. 50

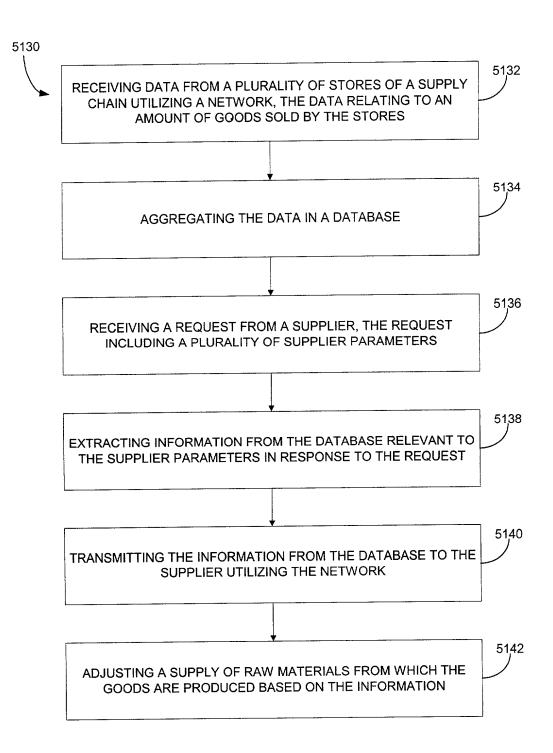


FIG. 51

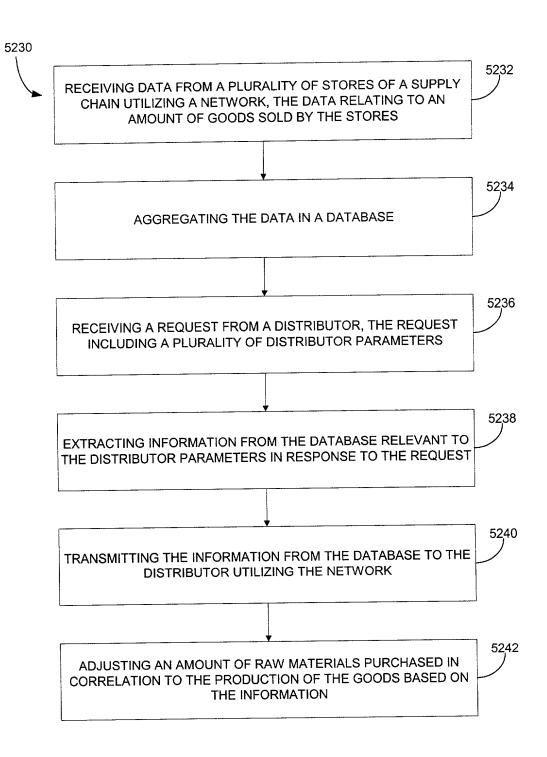


FIG. 52

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<b>FS</b> Distributor	inter F	Printer Friendly Version				POS	Impli Tues	ied Da	POS Implied Daily Usage - Distributor Tuesday, October 24, 2000	iage - er 24	. Distr	Butor						5300		
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	e inform eby not	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	oort is p Istributi	rivilege on, or o	d and o opying	onfiden of this r	tial. It i eport is	s intenc strictly	led only prohibit	for vie ed.	wing ar	d ase b	y Distril	outor U	ser. If yo	u are no	: Distribu	tor Use	r, you a	gu
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FIG. 53

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<b>SSI</b> Distributor	Printer Friendly Version		REINHART - CEDAR RAPIDS, IA Local Promotion Summary by DC Tuesday, October 24, 2000	5400
OLOGOUT ©HOME	The information contair Distributor, you are here	ned in this report is privileged and	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	use by Distributor. If you are not bited.
Reports Personal Info	Local Promotion Option	ADI	Duration Start Projected (In Participating Date Dly Usage Weeks) Rest Count	Non-Participating Restaurants
Legal Information	32 oz. Motor Cup	Chicago, IL. Davenport B!Wollne   A.	5/1/00 85 99 8 BM/00 85 32	88 88 22
Help		Des Moines-Ames, IA	Des Moines-Ames, IA 7/10/00 85 17 28	
		Sioux Cifu (A Springfield-Decatur-Chmpg, IL	Peoria, IL	
	32 oz. Motor Cup Total Big King	Cedar Rabids-Waterloo-Dubq.	131 Cedas Rapids Waterloo-Dubq Aristo	
		Davenport-Ri-Moline, IA	できたのでは、最も能力を表現しません。 4/15/00 B9 17 Composite Notice in A/15/00 B9 17 Composite In A/15/00 B9 17 Composite I	
	Big King Total			
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	Pancake Minis Total	Sioux City, IA	4/15/00 20 99 10 35	,
				.v. `o₹
Done				The Internet

FIG. 54

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FIG. 55

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TO BOY I THE WAY	100 € £600	•	±	Report Contact: Robert Harris	Contact Number: 3U5-529-34U9 ing and use by Franchisee User. If you sreport is strictly prohibited.	DC Cost Markup Rest Cost \$2.127 \$22.84	\$5.87 \$1.57 \$7.44 \$24.48 \$1.57 \$28.05	\$44.50 \$1.57 \$48.07 \$6.46	\$29.78 \$1.57 \$31.35 \$7.81 \$1.57 \$9.38	\$6.41 \$1.57 \$7.98
名 Restaurant Landed Cost Verification Report - Microsoft Internet Explorer    声に Edit View Favorites Trooks Help:   共duess  色] http://www.rsiweb.com/fran//_rptlc.asp?report=true	Landed Cost Report	OLOGOUT Restaurant Number: 0003473 Date: 10/22/00 Retrieve	Franchisee Printer Friendly Version Restaurant Landed Cost Verification Report	onal Info	LUSTINDUTION CENTER: REJINDARI - CEDAR RAPIDS, IA  UNISTINDUTION CONTAINED IN this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	RSI Item No RSI Item Description 10340 A439 REGISTER TAPE THERMAL 2.25" X 165	SUGAR SUBSTITUTE-PINK PKT 2000 CT SAUCE-BULKKRAFTBULLSEYE	19432 4473 COFFEE-FOLGERS REGULAR 20788 67 MUSTARD BULK 36.4L	20940 4281 WRAP-LOCAL OPTION 24340 66 SAUCEBULK MAYONNAISE	Ø Done

FIG. 56

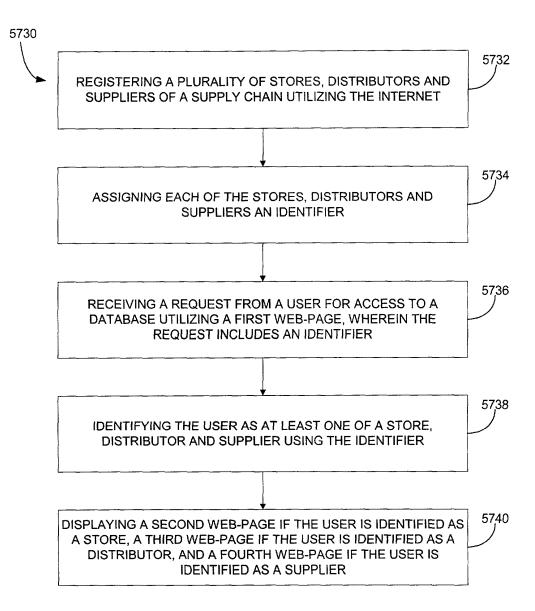


FIG. 57

5804

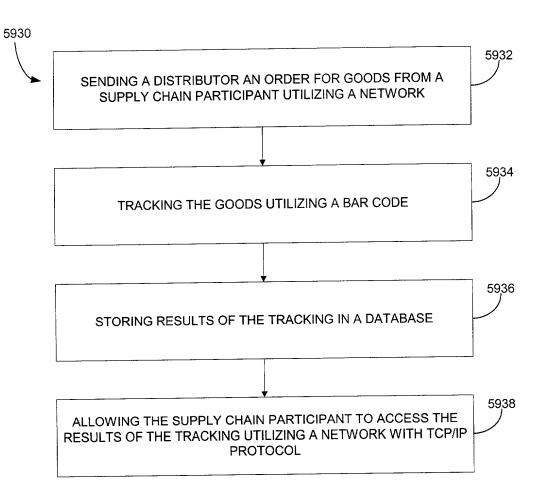


FIG. 59

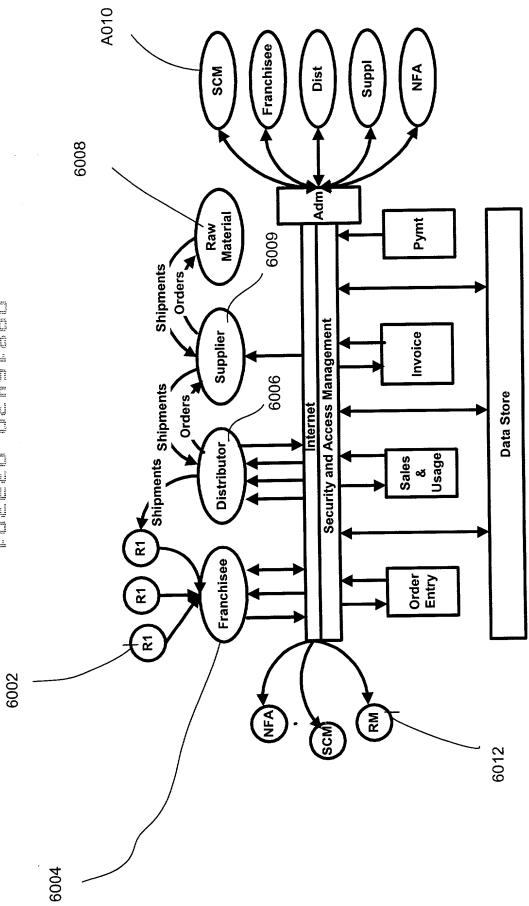
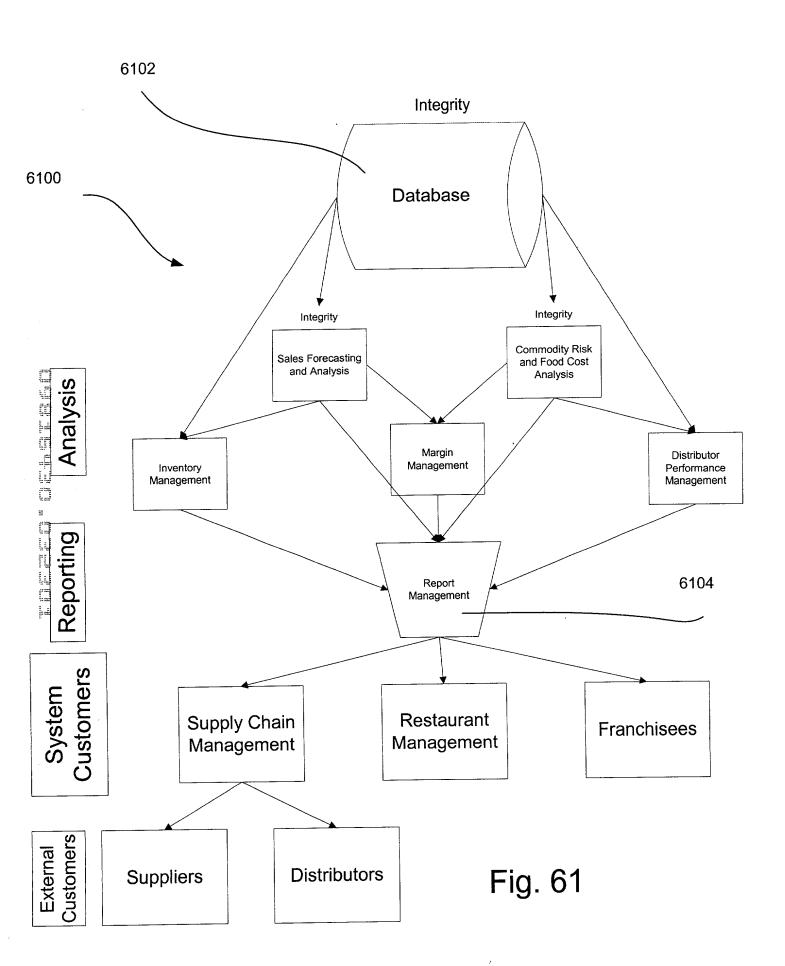


Fig. 60



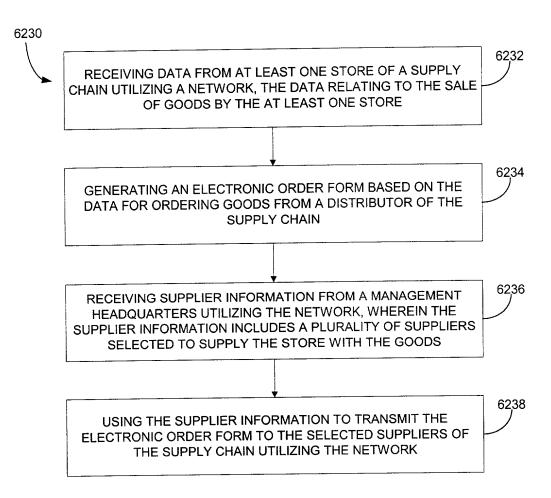
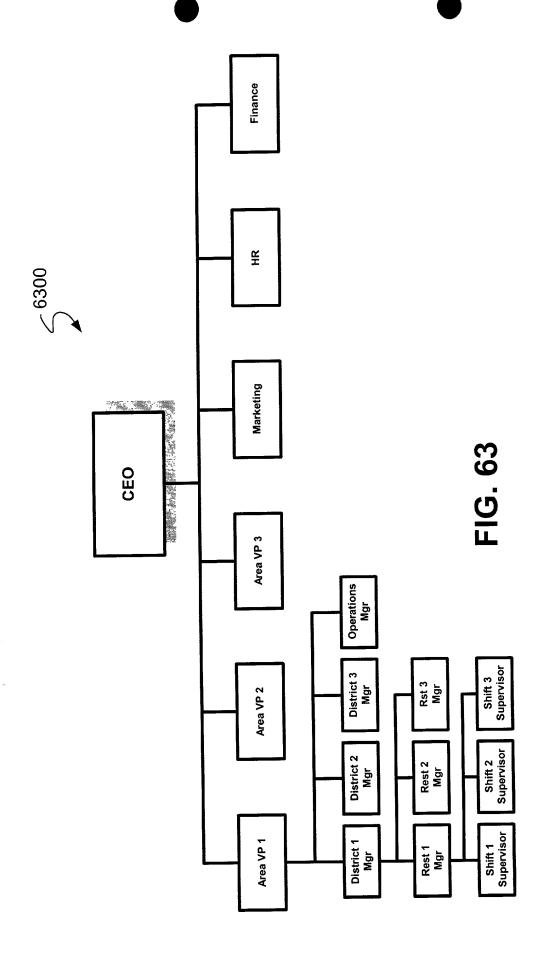


FIG. 62



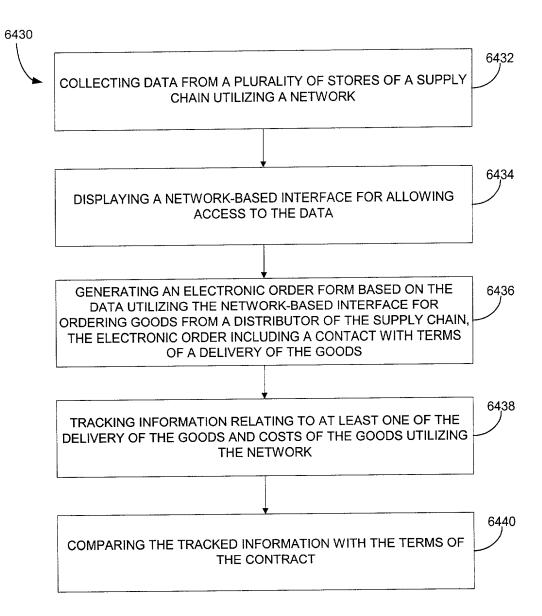


FIG. 64

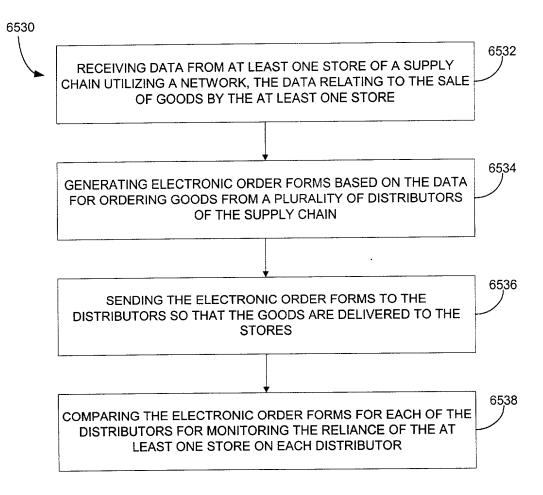
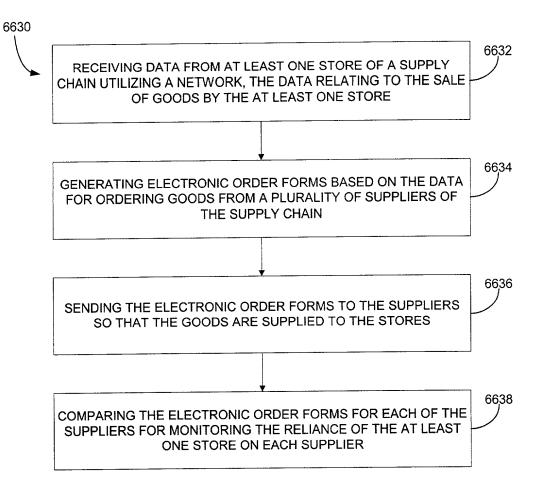


FIG. 65



**FIG. 66** 

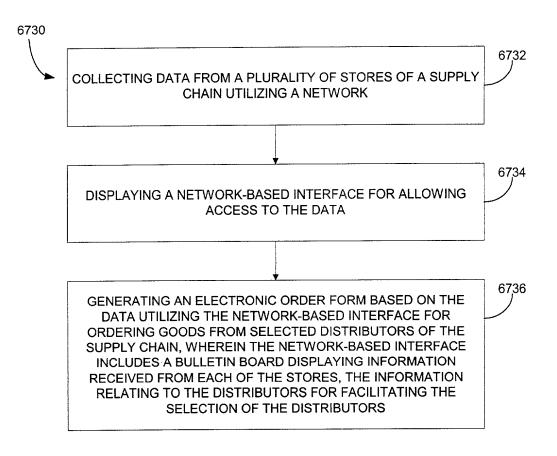


FIG. 67

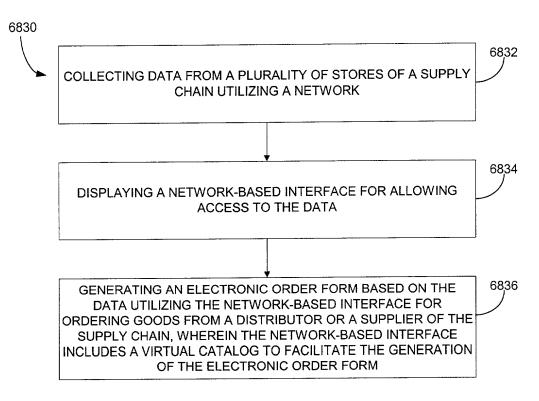


FIG. 68

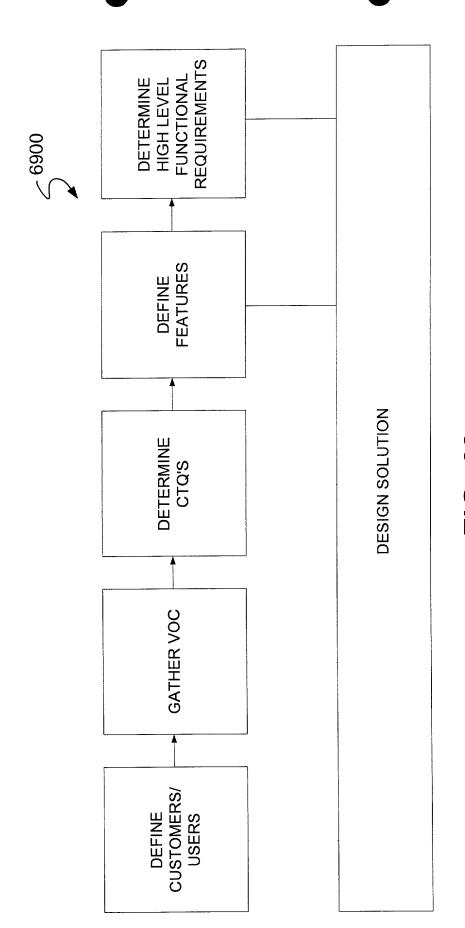


FIG. 69

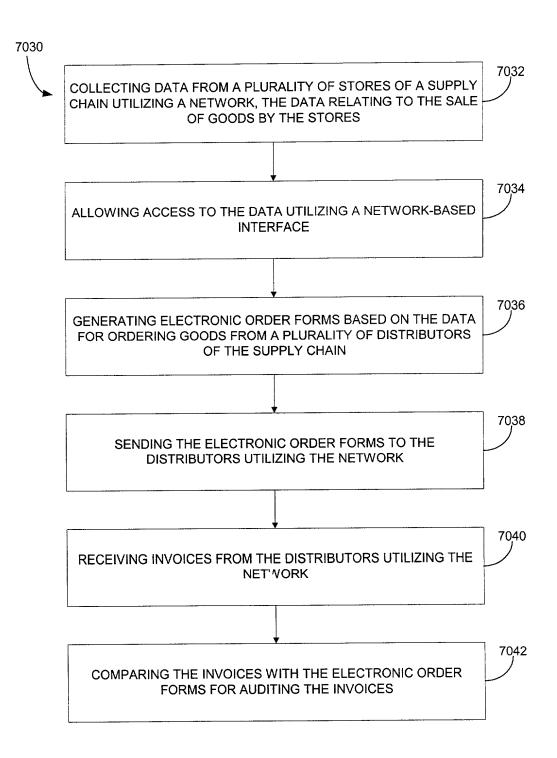


FIG. 70

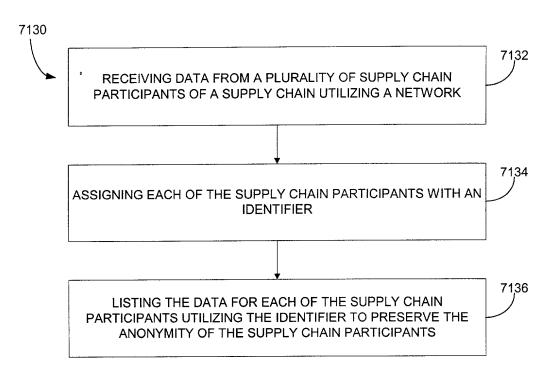


FIG. 71

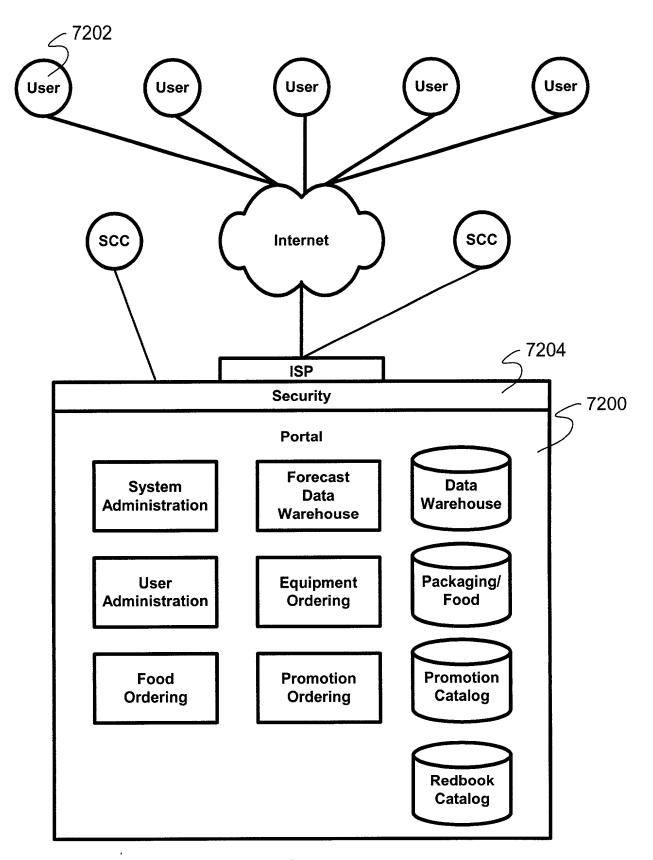


FIG. 72

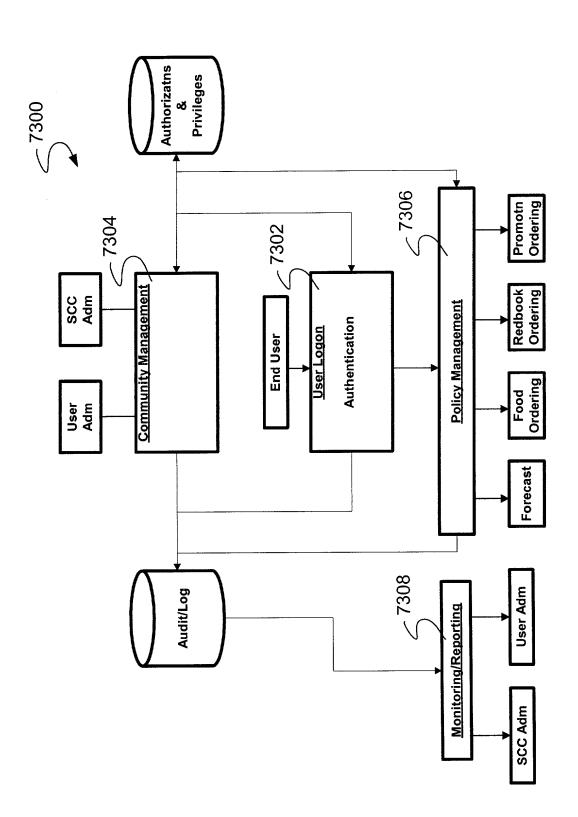


FIG. 73

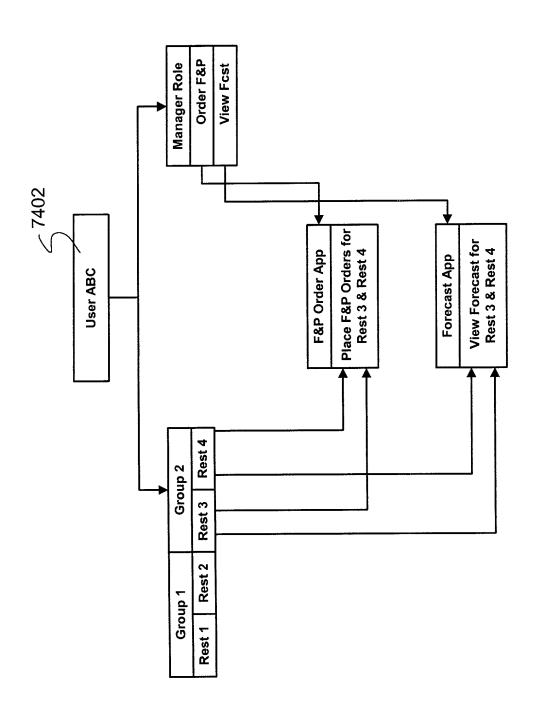


FIG. 74

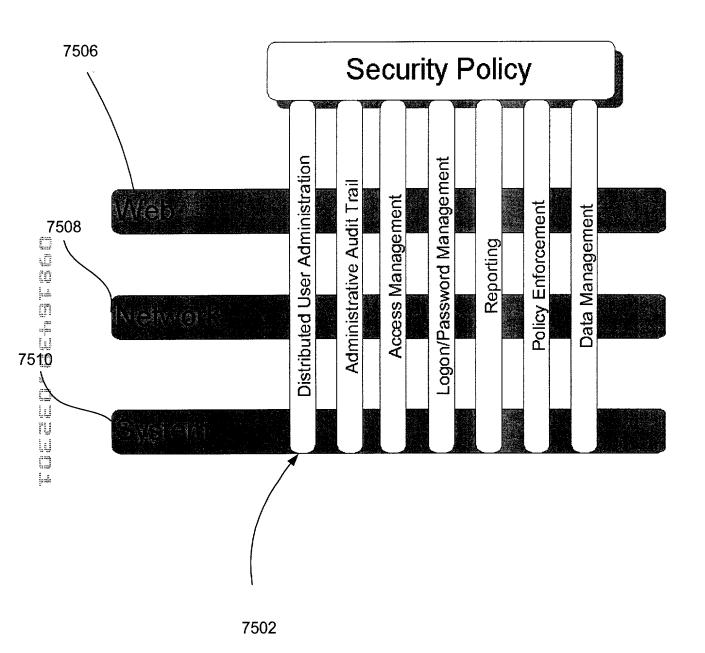


Fig. 75

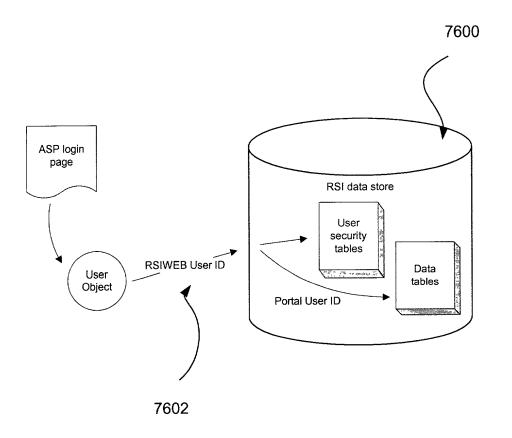


Fig. 76

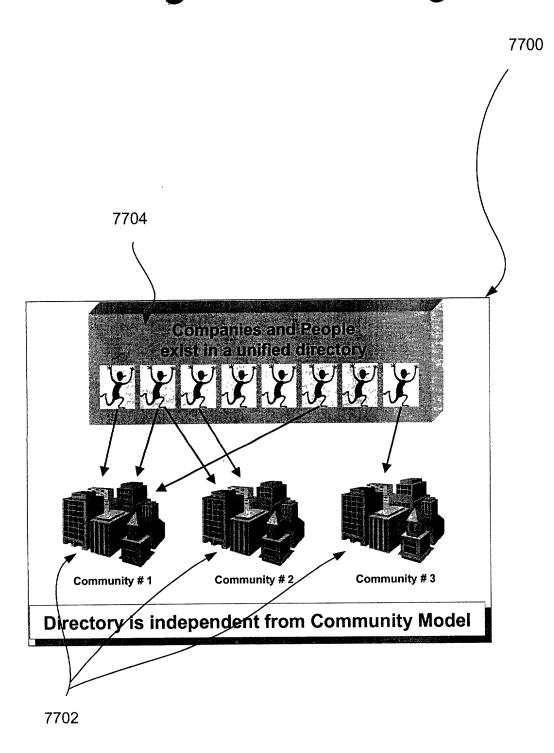


Fig. 77

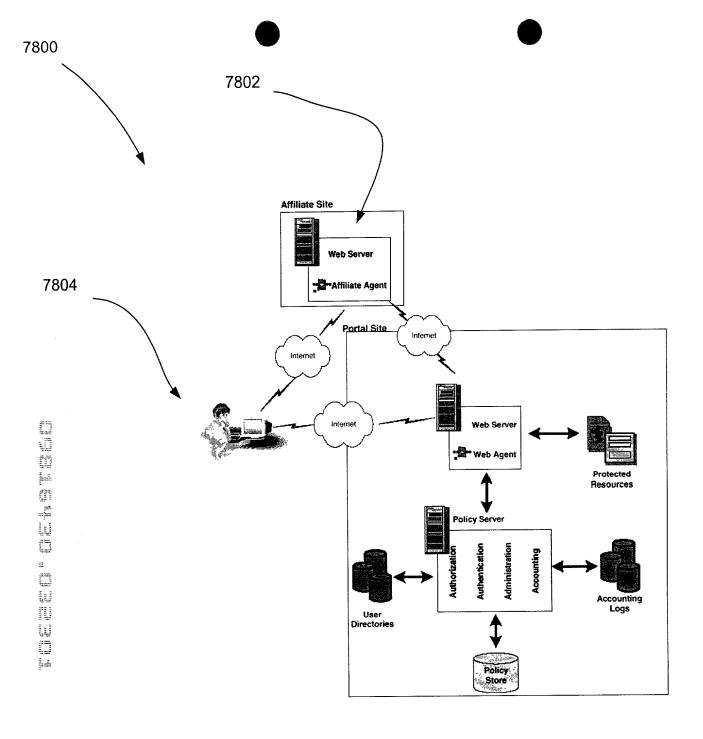
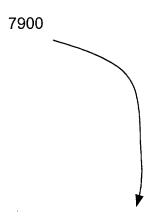


Fig. 78



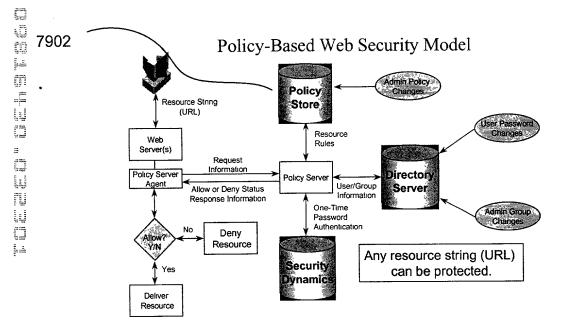


Fig. 79

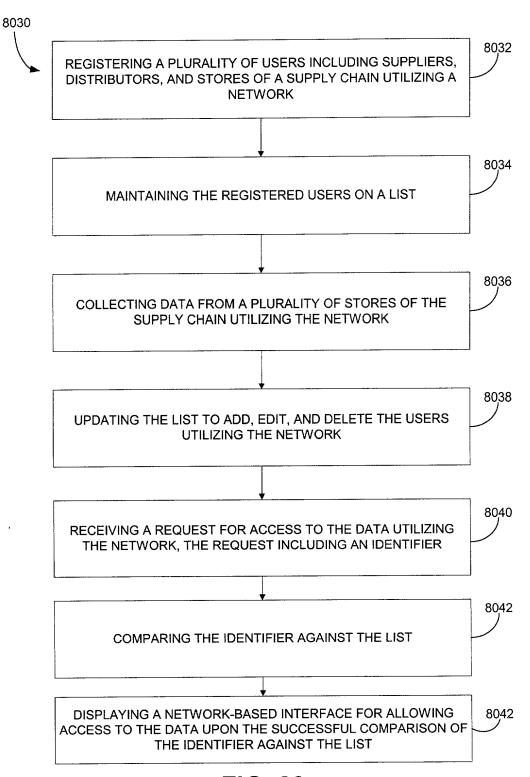


FIG. 80

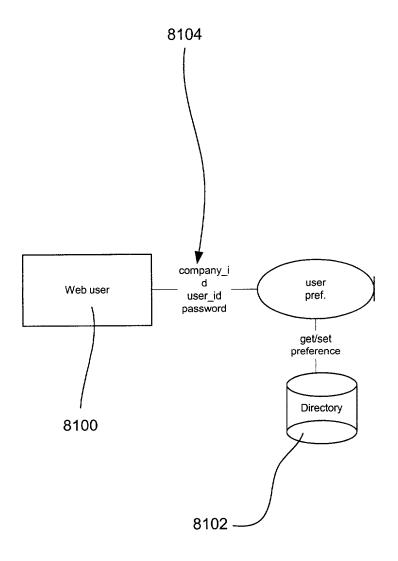


Fig. 81

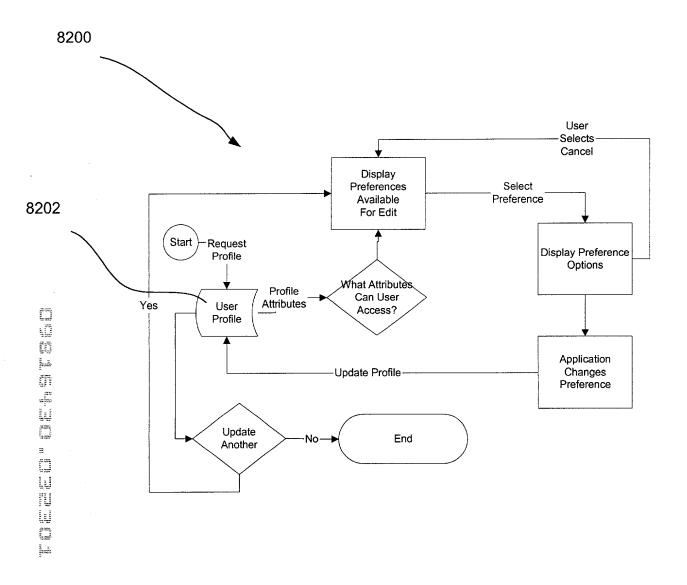


Fig. 82

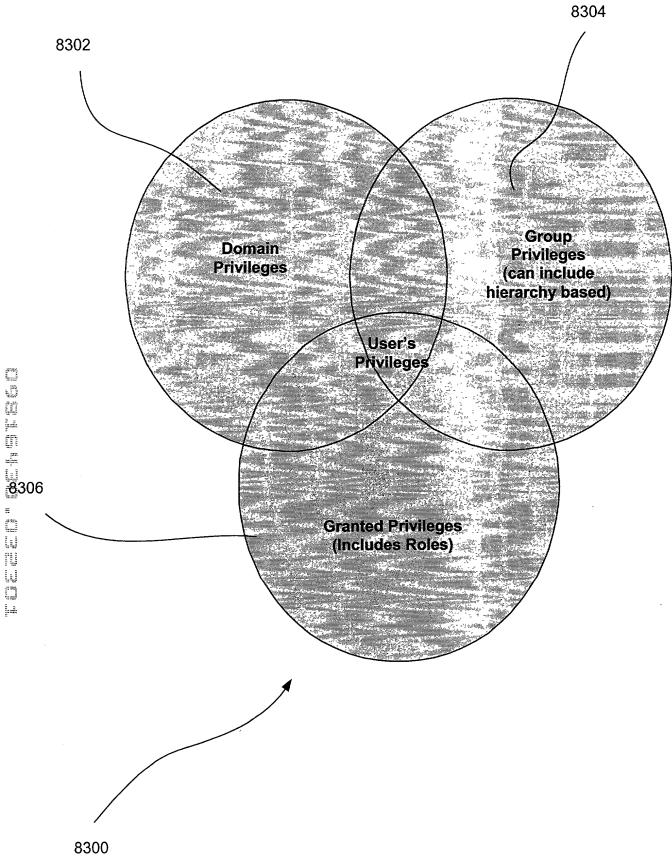


Fig. 83

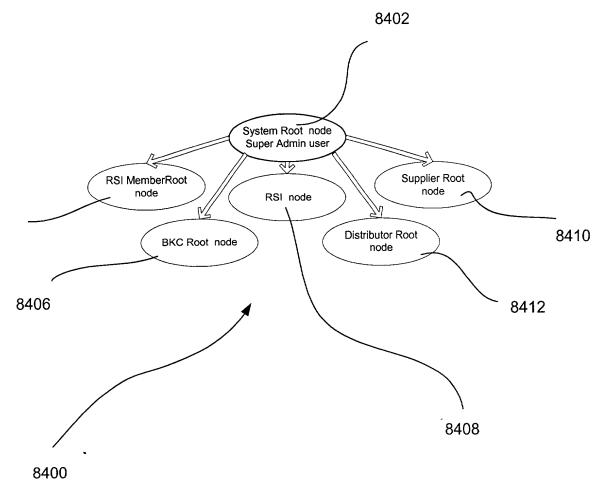


Fig. 84

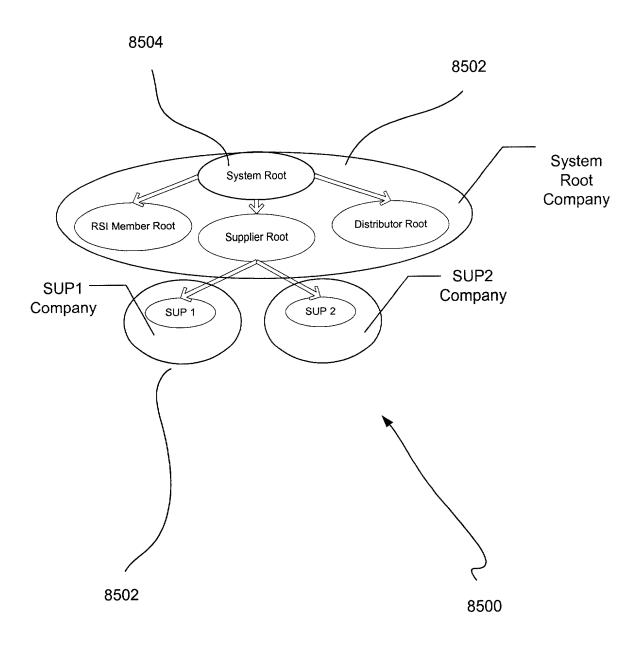


Fig. 85

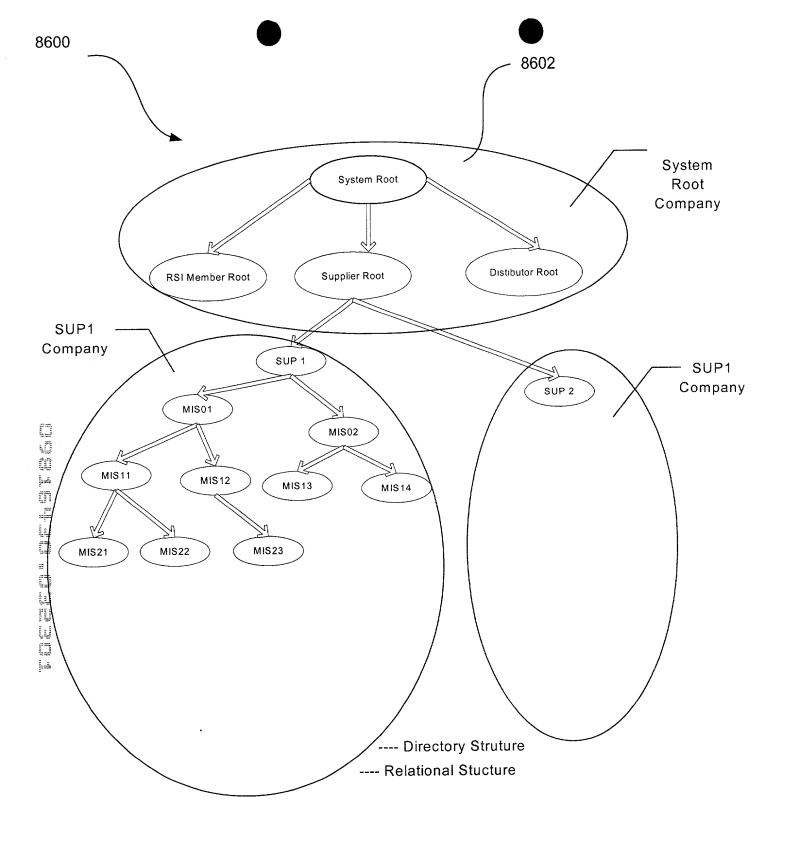


Fig. 86

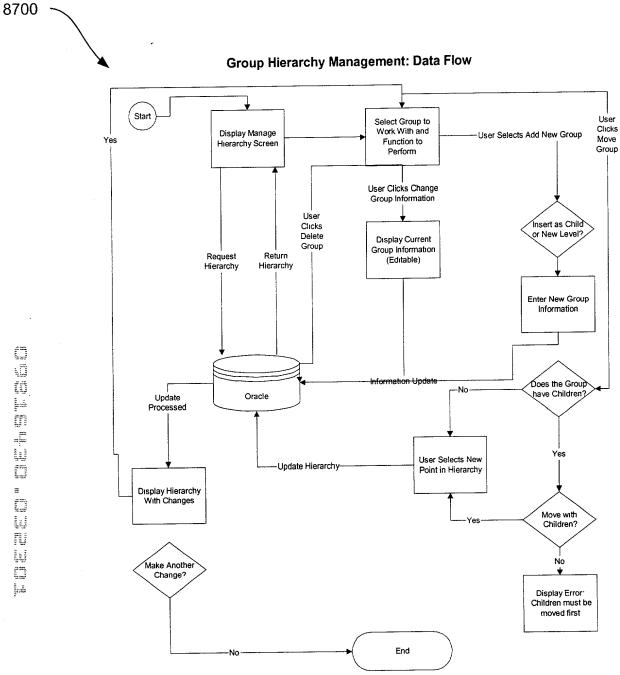


Fig. 87

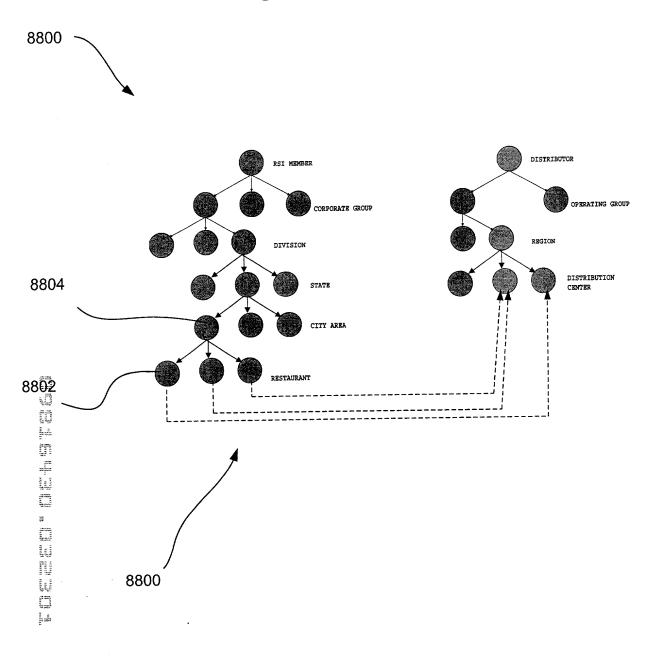


Fig. 88

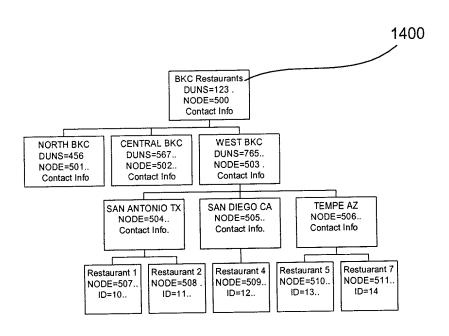


Fig. 89



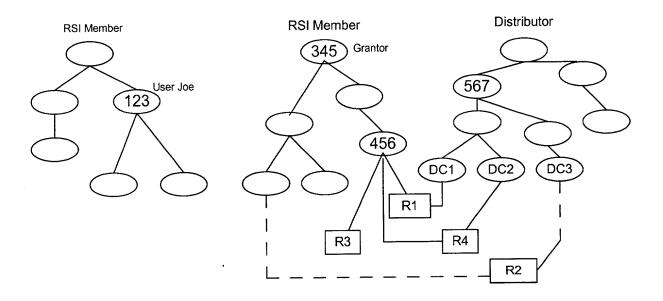


FIG. 90

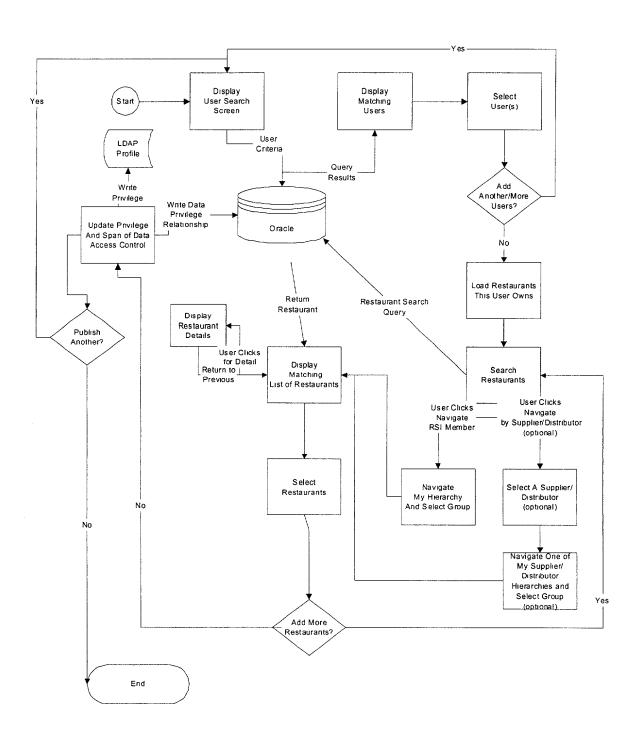


Fig. 91

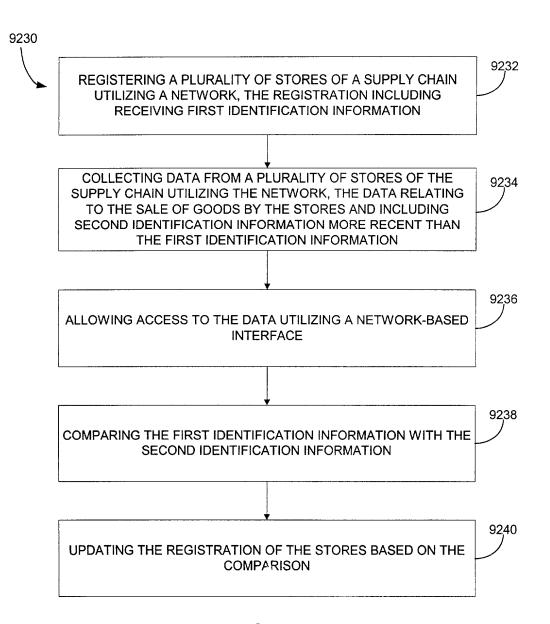


FIG. 92

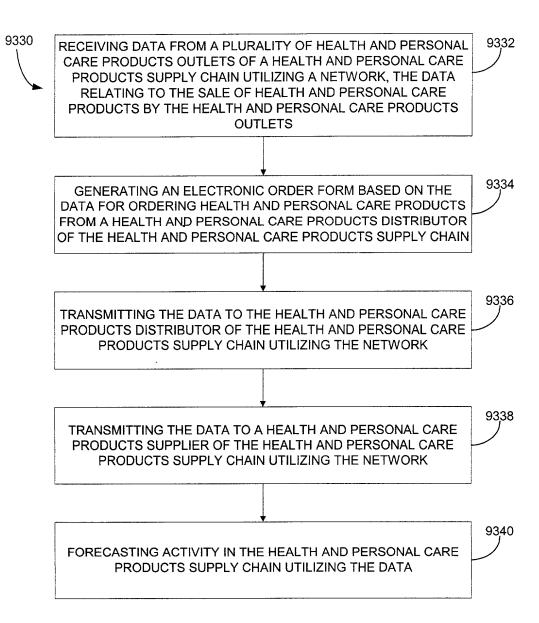


FIG. 93

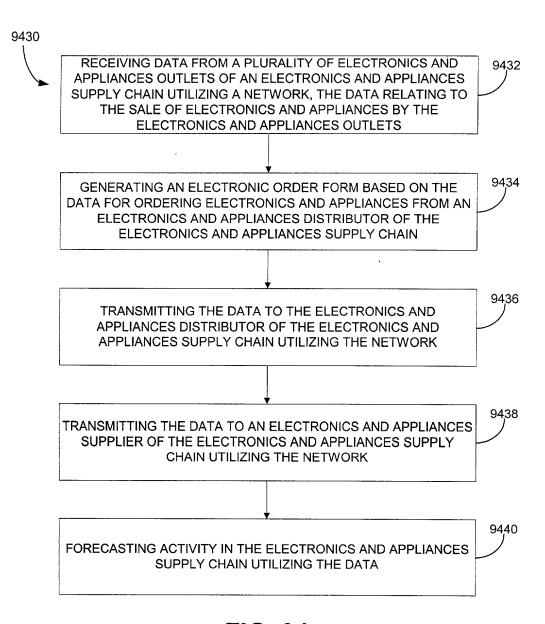


FIG. 94

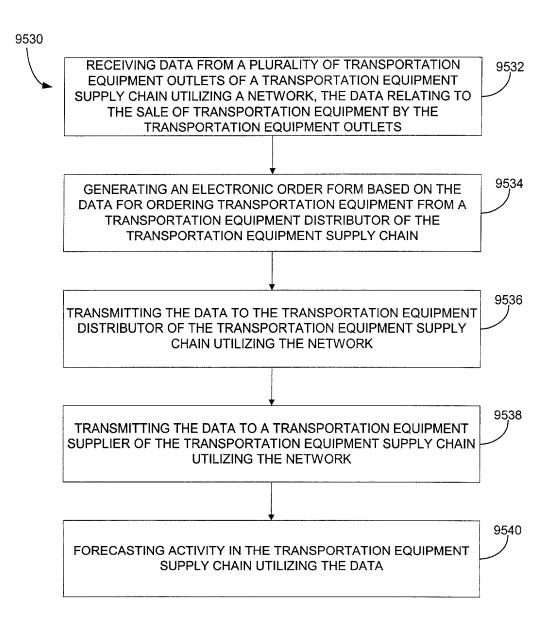
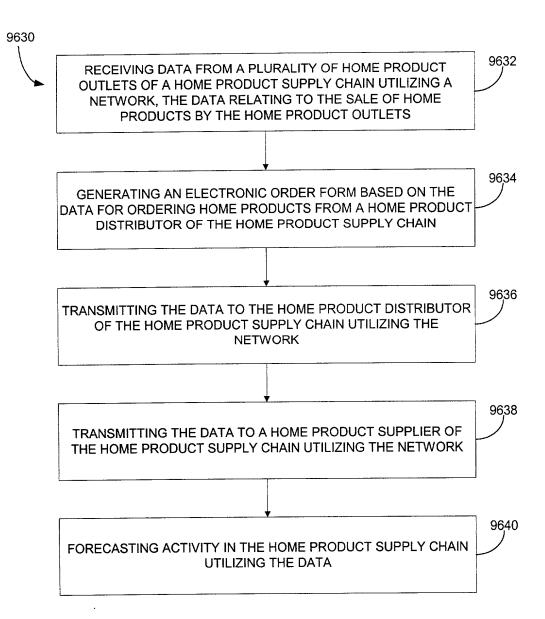


FIG. 95



**FIG. 96** 

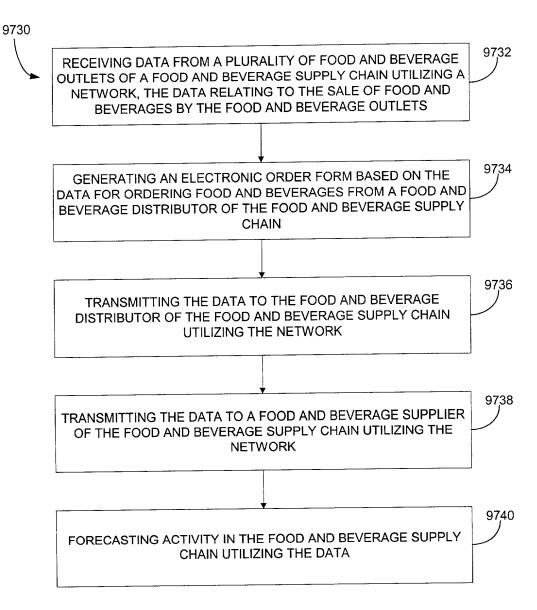


FIG. 97

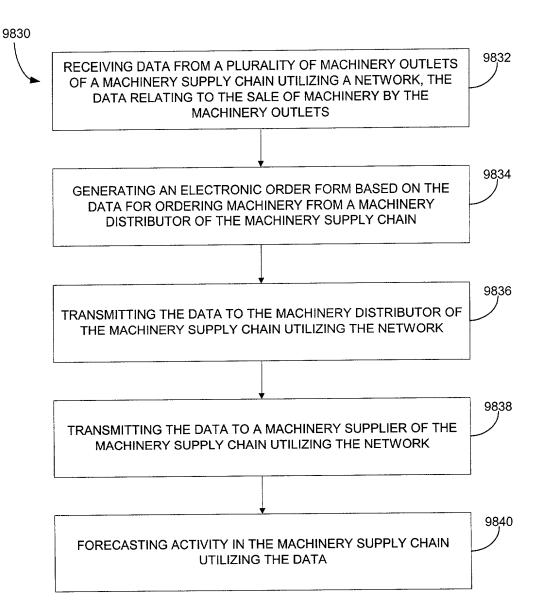


FIG. 98

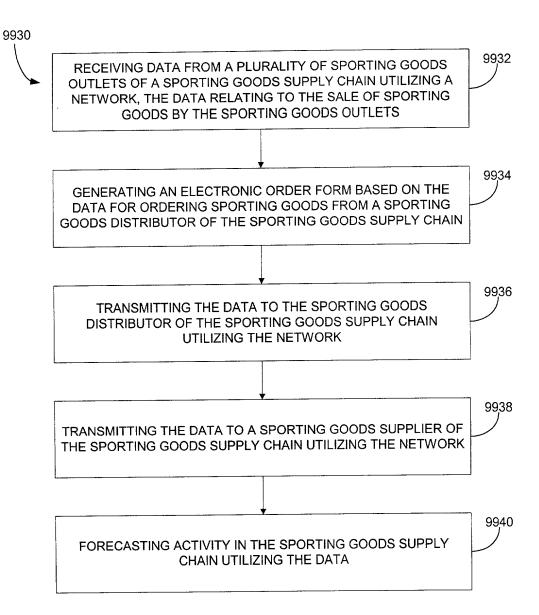


FIG. 99

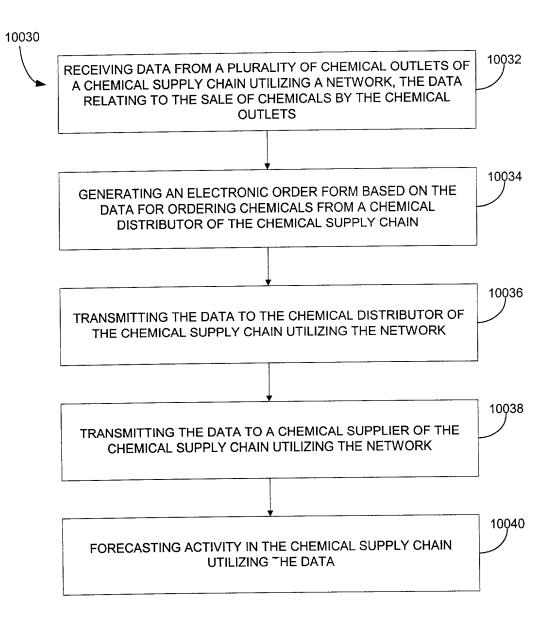


FIG. 100

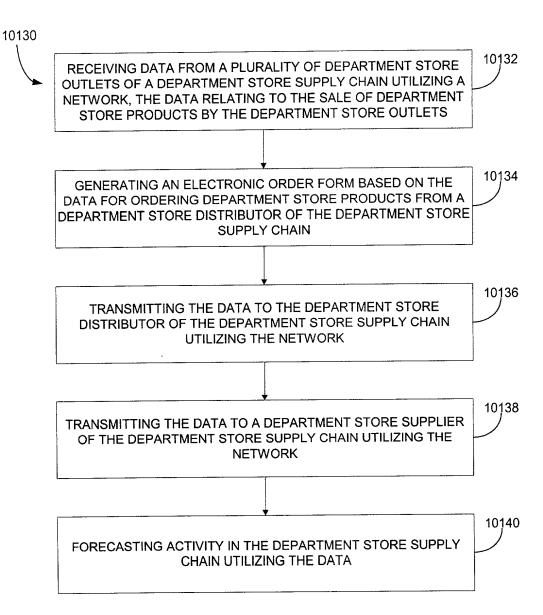


FIG. 101

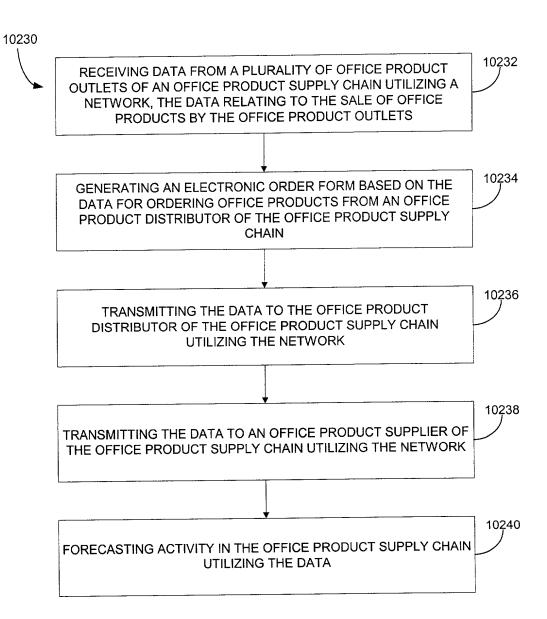


FIG. 102A

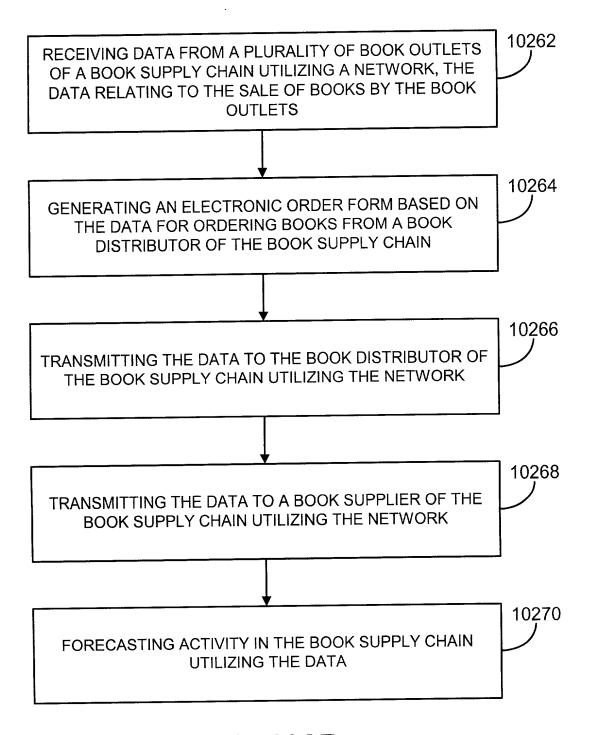


FIG. 102B

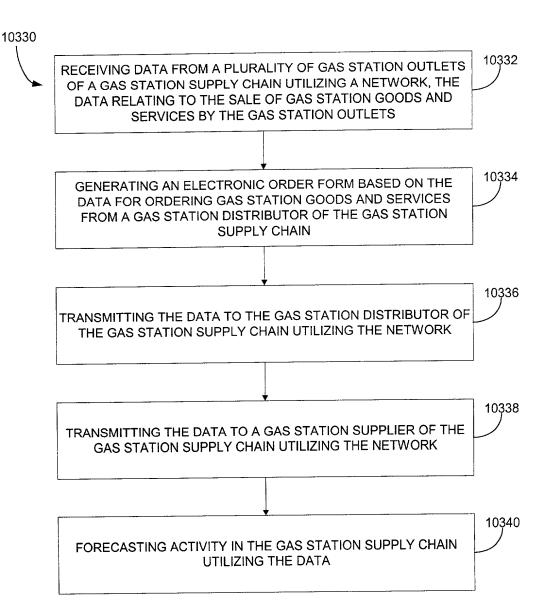


FIG. 103

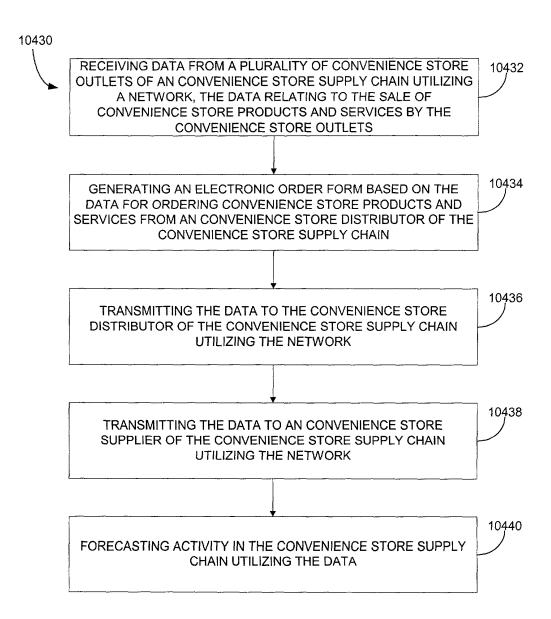


FIG. 104A

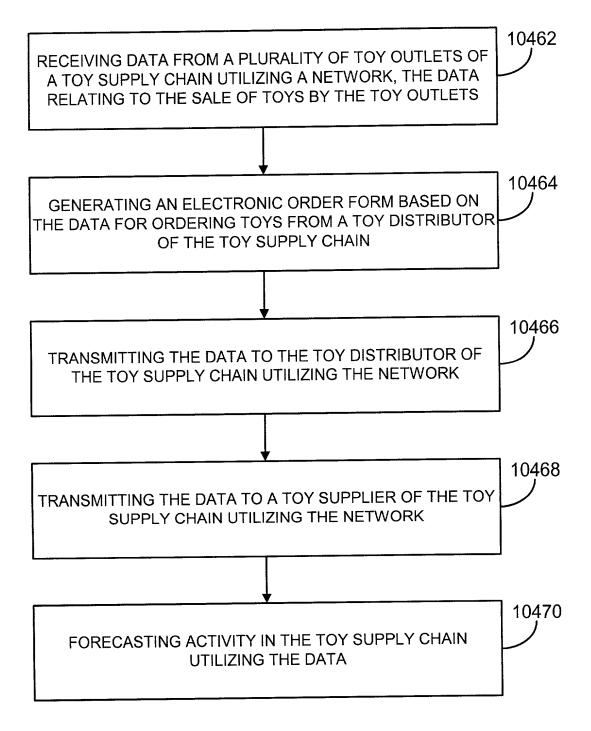


FIG. 104B

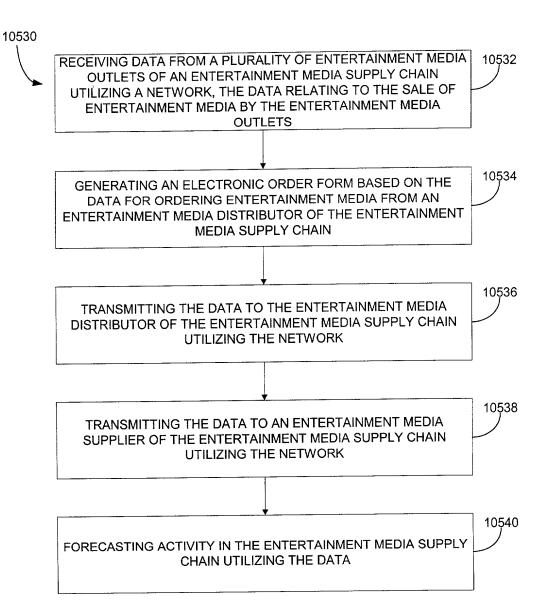


FIG. 105

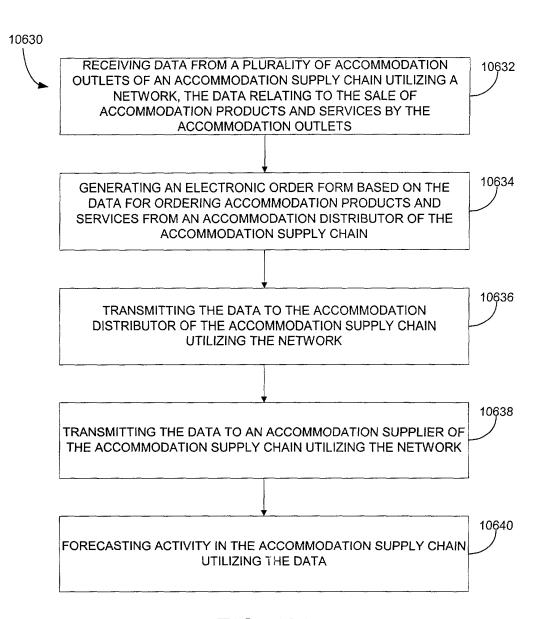


FIG. 106

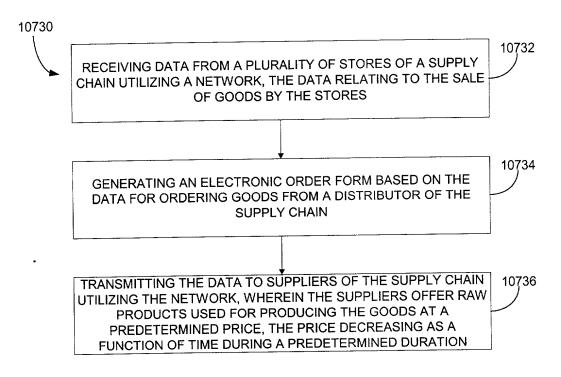


FIG. 107

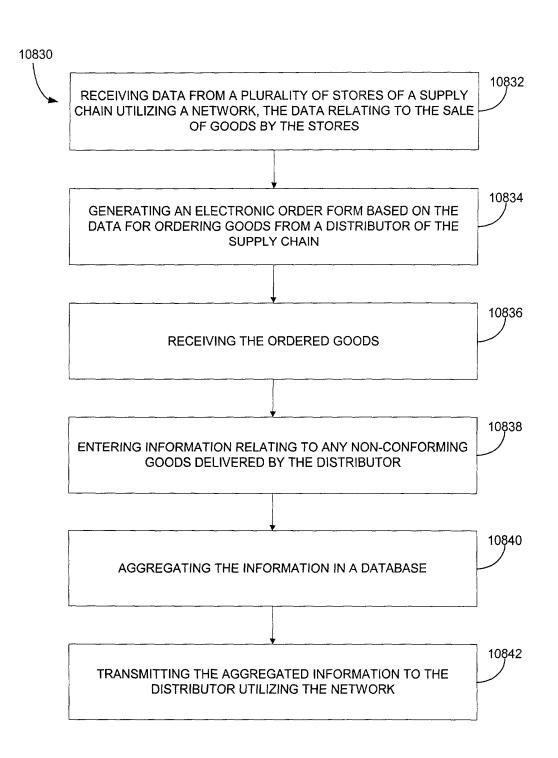


FIG. 108

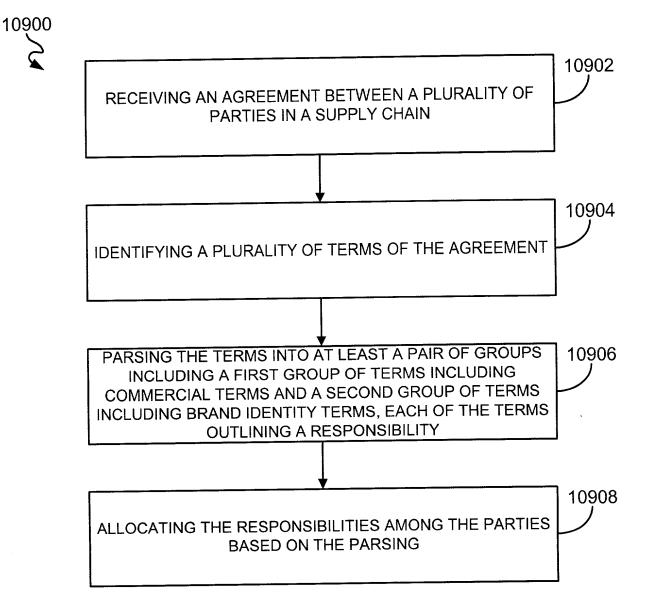


FIG. 109

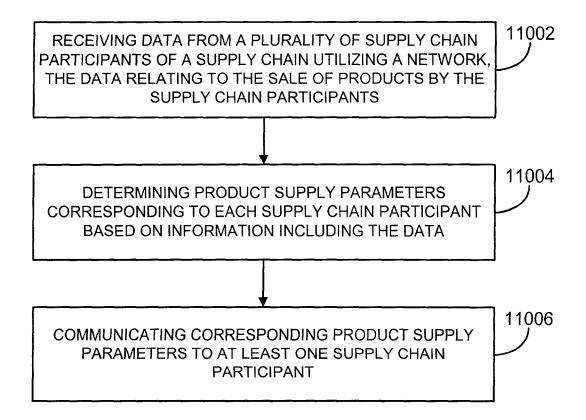


FIG. 110

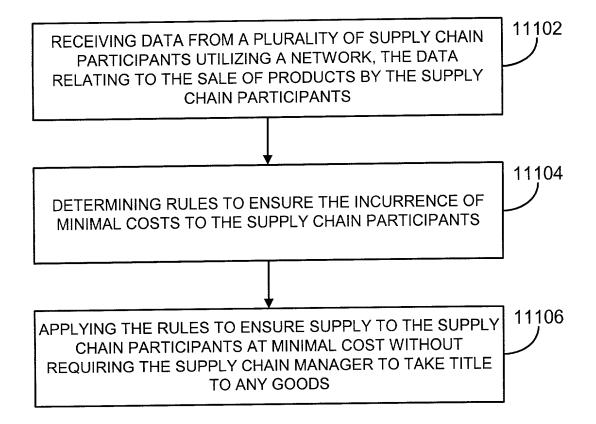


FIG. 111

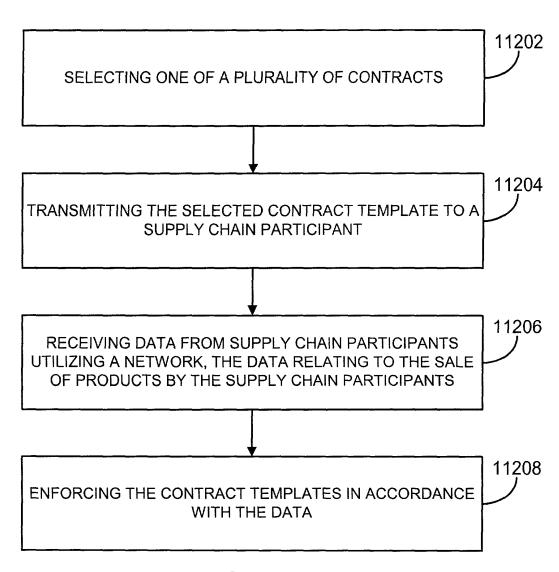


FIG. 112

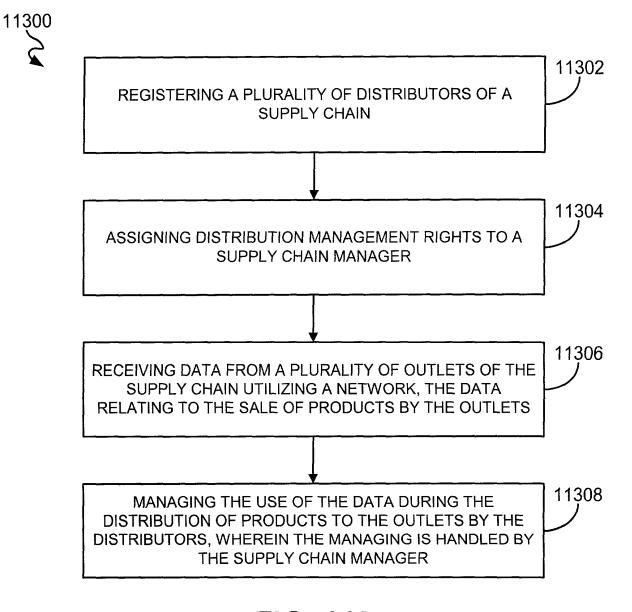


FIG. 113

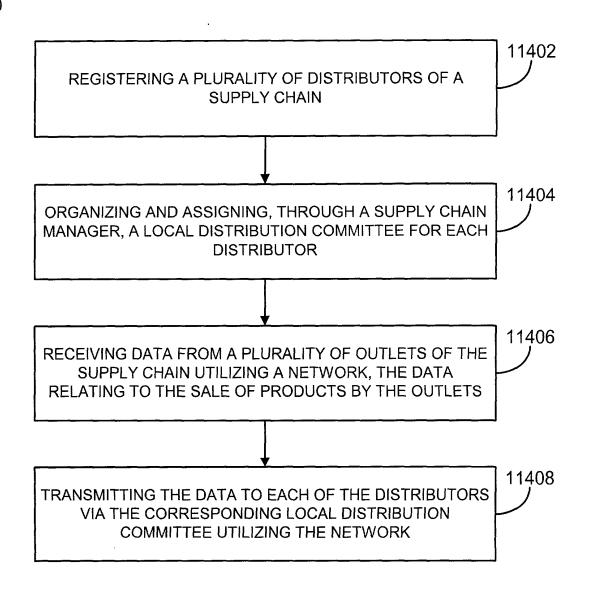


FIG. 114

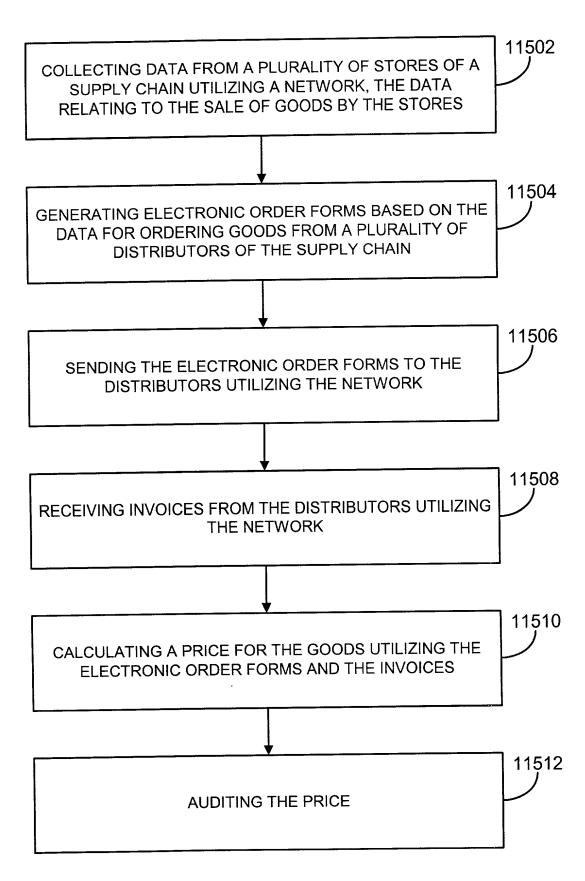


FIG. 115

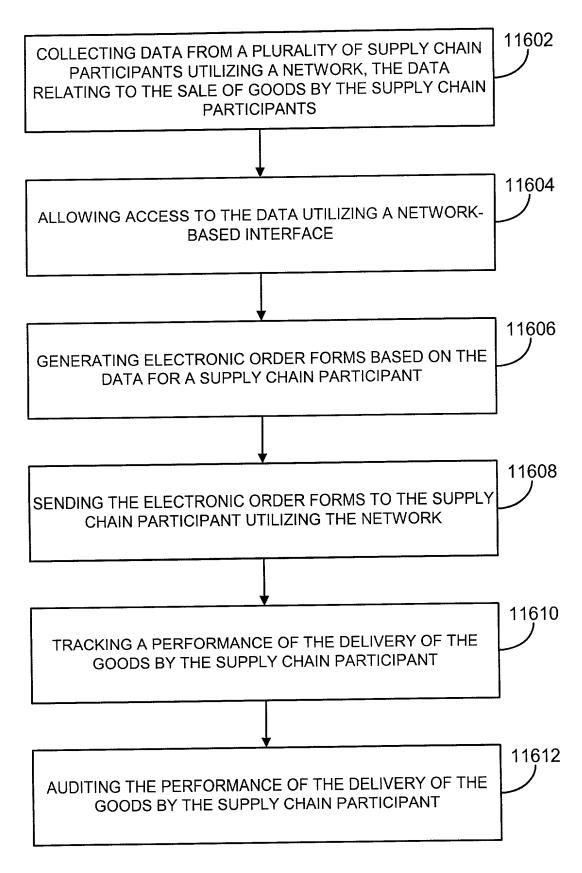


FIG. 116

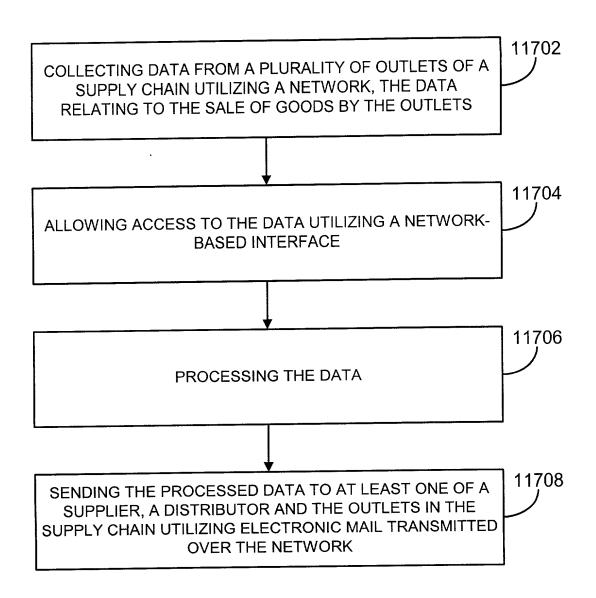


FIG. 117

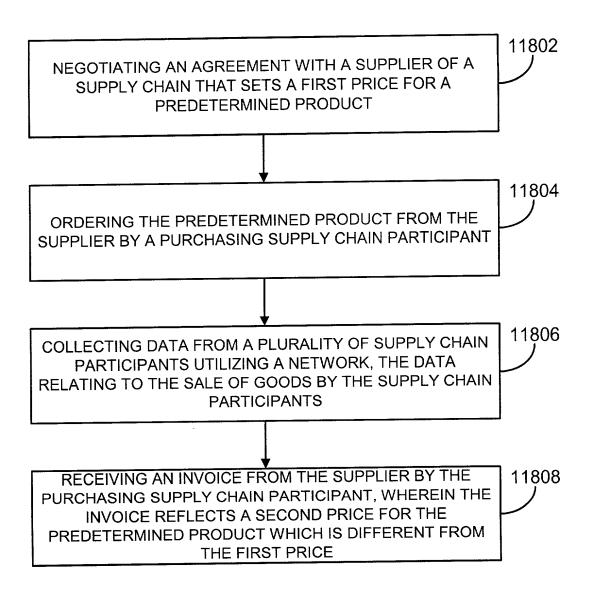


FIG. 118

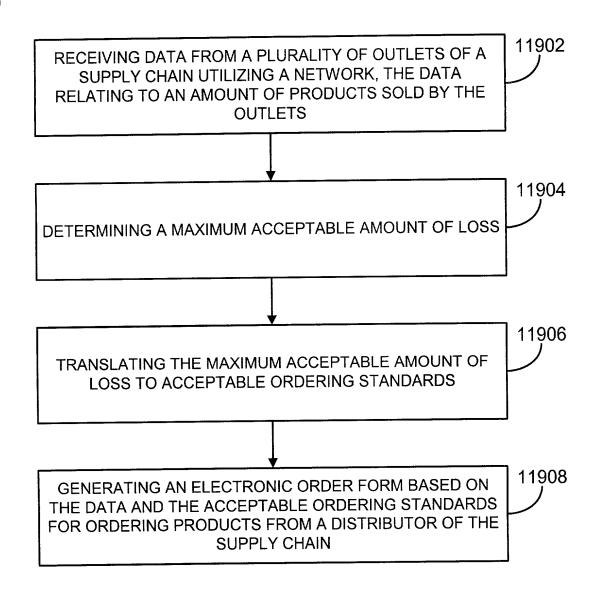


FIG. 119

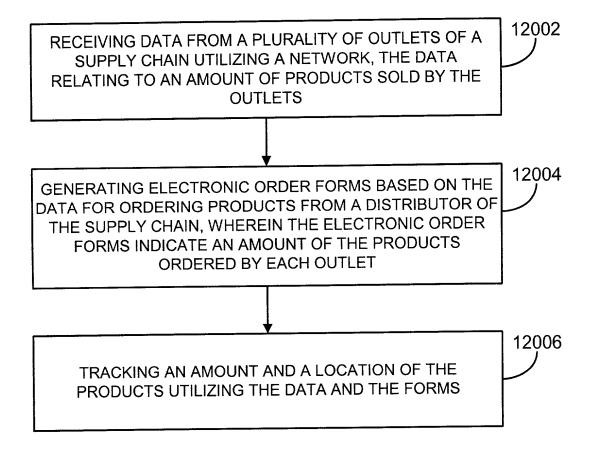


FIG. 120

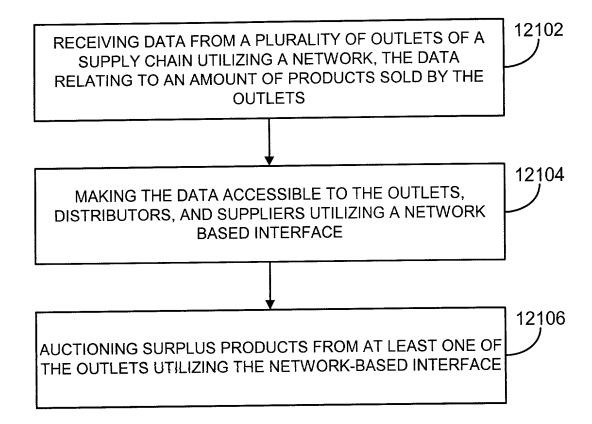


FIG. 121

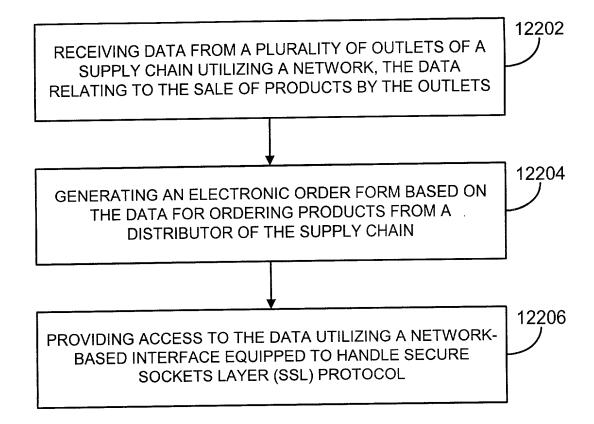


FIG. 122

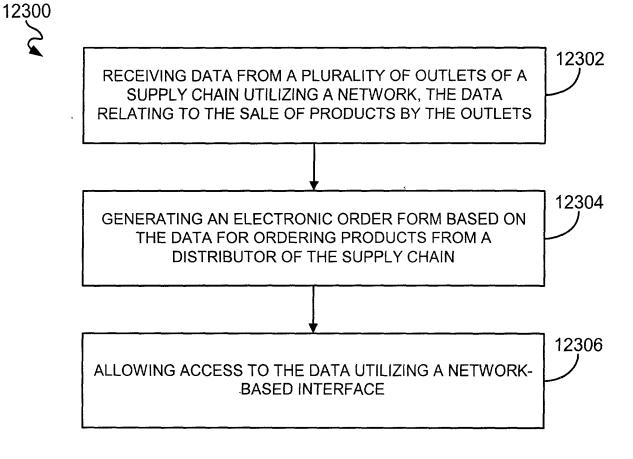


FIG. 123

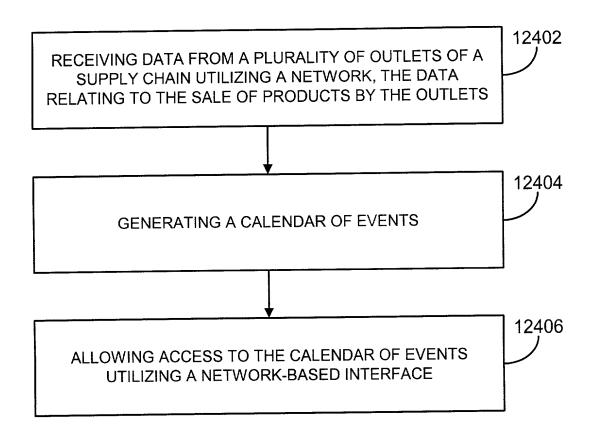


FIG. 124

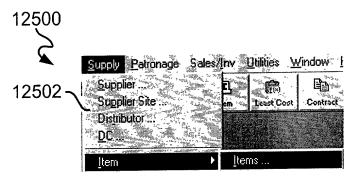


FIG. 125

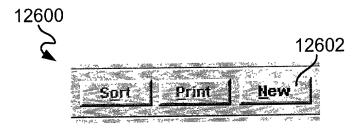


FIG. 126

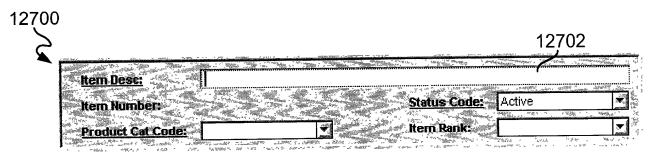
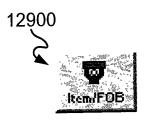


FIG. 127

## Landed Cost by Distribution Center

Item	Inv FOB	Inv FOB Freight Landed Routing	Landed	Routing
Rad - Medium	4.85			3 T.L
Bad - larde	6.7			3 T.L
Biscuite - Frozen	12.33	1.15		13.48 TL
Brish - Pot I ong Handle	40.2			2 TL
Brish - Pot Short Handle	24			9 TL
Carton - Breakfast	16.59			9 RDC
Carton - Larde Frv	29.91		(.,	30.72 RDC
Carton - Medium Fry	18.92		`	19.65 TLMIN



## FIG. 129

Supplier Item Desc:		***************************************	150114411411111111111111111111111111111	terr	rNo:	ř.
Current:	FYes FN	lo 📗 🗼	Tie Oty:			
terns per Case:	5000		High Qty:	- 0		, in the second second
nnerpack Contents:	5/1000		Cases Po	er Pallet:		
lem Size:			Stacking	Allowed:		<u> </u>
ase Length:		70.412		l Product C	1007" 100000-	
ase Width:			Cases P	er Truckloa	i <b>d:</b> 1350	
Case Depth:	-		Het Weig	ht:	39.01	)
Case Dimension UA	I; INCHE(S)		Gross W	eight:	<b>3</b> 9.00	
tem Cube:	0.95 <b>CUB</b> k	C FEET	Weight L	M: 5	POU	VD(S)
tem Shelf Life:		<b>T</b>	BarCode			

FIG. 130

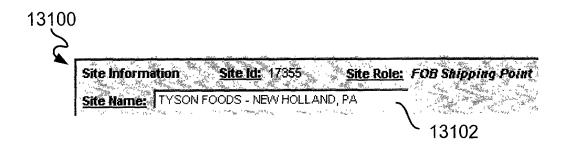


FIG. 131

Site information Site ld:	16	FOB Shipping Point
Name: AMERISERVE-FARMII Status: Active	IGDALE, NY	Railroad Harne:  Rail Sidings:

FIG. 132

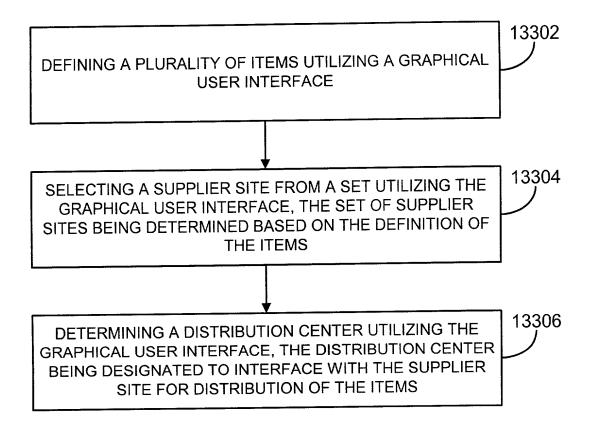


FIG. 133

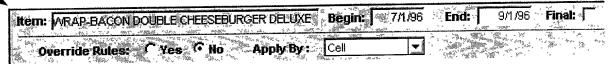


FIG. 134

13500

OC .	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTYILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inu FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34,6800

FIG. 136

13700

-	Contr	LB	Trk	Routing
	96	83,600	2.0	TL.
	96	215,040	5.1	TL

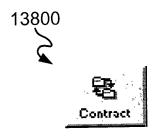


FIG. 138



Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

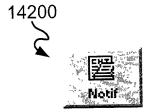


FIG. 142

14100

Options Window Help
Verify
Contract Link
Matrix Status
Price Notification - Standard
Price Notification - DC's
Supplier Confirmation...

FIG. 141



FIG. 143

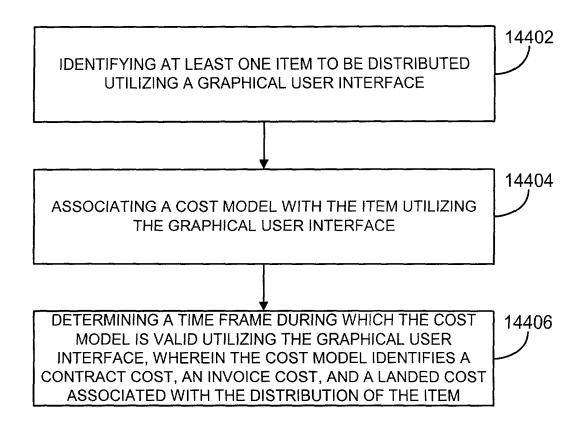


FIG. 144

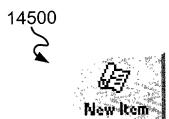


FIG. 145

Contract ID:

673 - TYSON FOODS

nitial Buyer Name: Jamie Hersh

Current Buyer Hame:



FIG. 146

14700

	ar is
Contract Start Date: D5/15/98	21
Zolkenor Start Start	TP S
	7
Contract End Date: 12/31/02	25
Countact Connusies 1, 510, 105	. 6
	Y
Execution Date: 5/15/98	
Execution Date: 5/15/98	1
	4
Chipmont Data	31
Effective: Shipment Date	4
Land Market Company of the Company o	)
Payment Terms: Net 10	

FIG. 147

14800 Generate

FIG. 148

14900 E.Mish A

FIG. 149

15000 Exhibit B

,	Select the End Dates to Use on	he Exhibit	
			74. TA
,	item Description	Cost Matrix Contract Ho End End Date End Date Date	100.2
	BEEF - 77%	C 8/198 € 2/24/08 € No Dat	é .
,	BEEF WHOPPER 4 D.OZ	€ 8/1.98 • 6 2/24/08 • € No Dat	e∦.
	BEEF-WHOPPER JR. 2.8 OZ.	「8/1/98	<b>e</b> :

FIG. 151

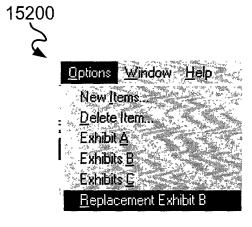
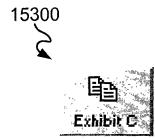


FIG. 152



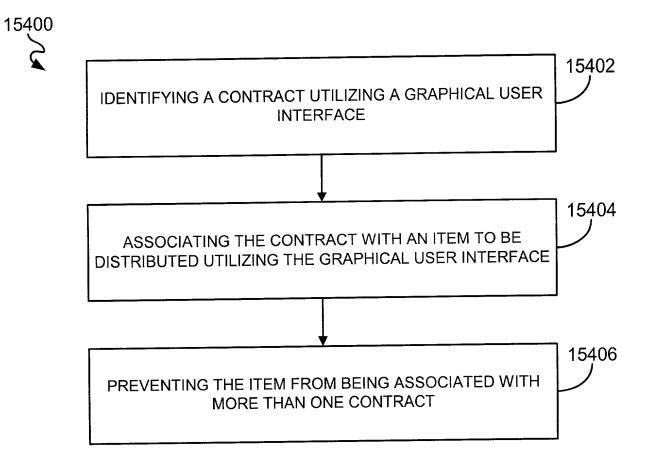


FIG. 154

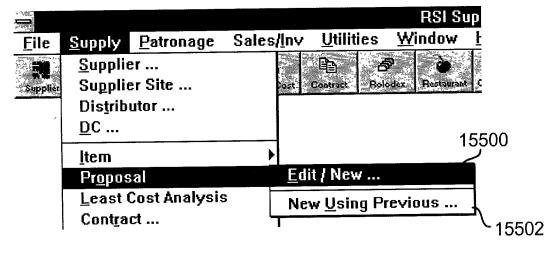


FIG. 155

Proposal - Foam Hot Cups & Polys	styrene Lids	À
Main Info Items Suppliers DCs FOB Price DC/Rest	10 Miles 123 (1920)	
Proposal Information		
Proposal ID: (021	Proposal Due Date: D6/12/97	
	Contract Begin Date: 07/01/97	1
Proposal Name: Foam Hot Cups & Polystyrene Lids		
Buyer Name: Dennis Clabby	Contract End Date:   06/30/98	
Actions		
# Date: Action Description:		
05/28/97 Sent this bid to Dart and also sent a request for in	formation to WinCup	

FIG. 156



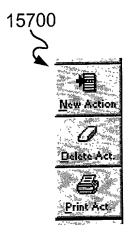


FIG. 157

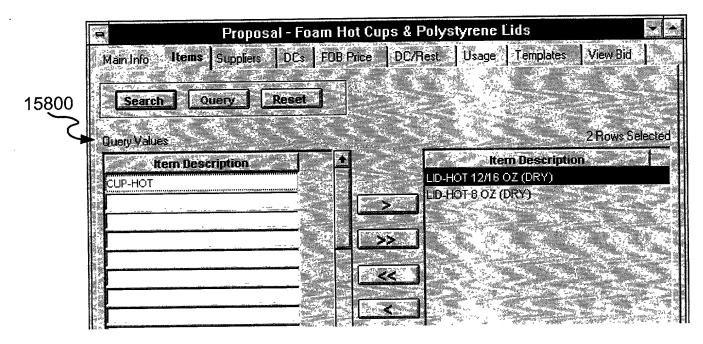


FIG. 158

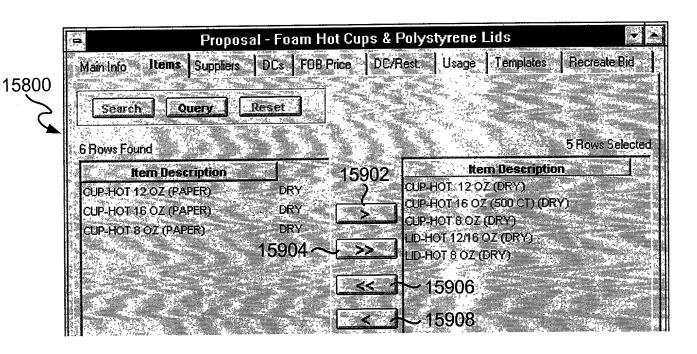


FIG. 159

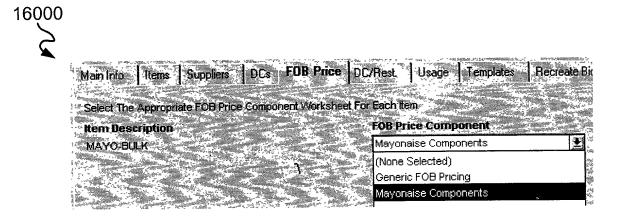


FIG. 160

ne	m V	Growth %	Gross Wgt.	ltem Cube	Contract Period
CHICKEN-BK BROILER		5.00%	22	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY		7.00%	37.00	1.09	7 PE 2010
CHICKEN-TENDERS		0.00%	25.00	1.06	
Distribution Center	Previous Pro Case Usage Rest	ected C Count F	ovg. Avg. actor RM	1.96277	Projected <u>1</u> Unit Usage
POST-ALBUQUERQ	576	-30 -9	9.34% 6	.03 5.00%	755
POST-DENVER	633	39 9	9.05% 6	.68 5.00%	1,083
POST-SALT LAKE	116	2 8	0.00% 5	46 5.00%	37

FIG. 161

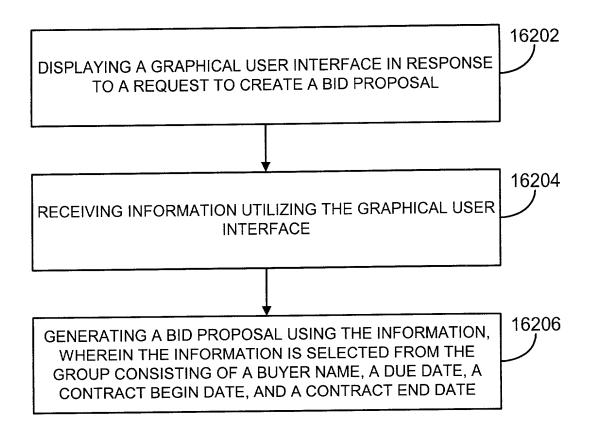


FIG. 162



FIG. 163

	Supply	MS	Editable
		Word	<i>Y/N</i>
Bid Proposal Cover Letter	1 (S. 1)	· ? (4)	Y 500
<b>General Terms and Conditions</b>			
Usage Estimates	7		N
Supplier Facility Worksheets	?	Sally To	N
Item Information Worksheets	2		À
Sample Supply Agreement			N. A.
BK Specification Request		· / · / · ·	N
FOB Price Component		7.	$+Y_{\pm}=0$
Truckload Freight Worksheet	7		
LTL Freight Worksheet	?	<u> </u>	

FIG. 164

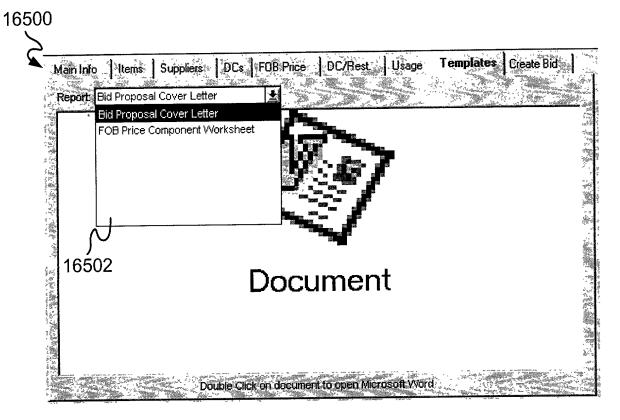


FIG. 165

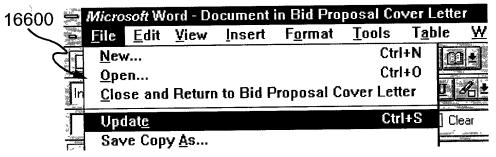


FIG. 166

Main Info Items Suppliers DCs FOB	Price DC/Rest Usage	Templates Create Bid
	100	Bid Proposal Sent
DU DOWN AND IN	nelude Checked Decuments	
Gio Froposat VVIIII	— Cost	
Bid Proposal Cover Letter X	FOB Price Comp	onent Worksheet
General Terms & Conditions		
Usage Estimates X Supplier Facility Worksheet X		
Item information Worksheet		Worksheet X
Sample Supply Agreement		
BK Specification Request 5	FOR Price Comp  Truckload Freigl	onent Worksheet X
*LTL Freight Worksheet will be printed.		
by system if necessary		

**FIG. 167** 

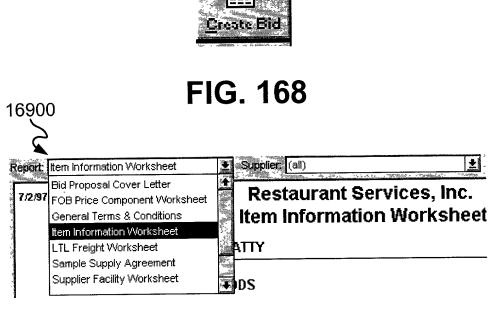


FIG. 169

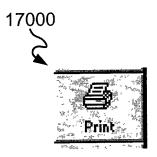


FIG. 170

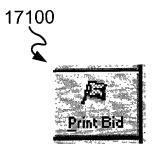


FIG. 171

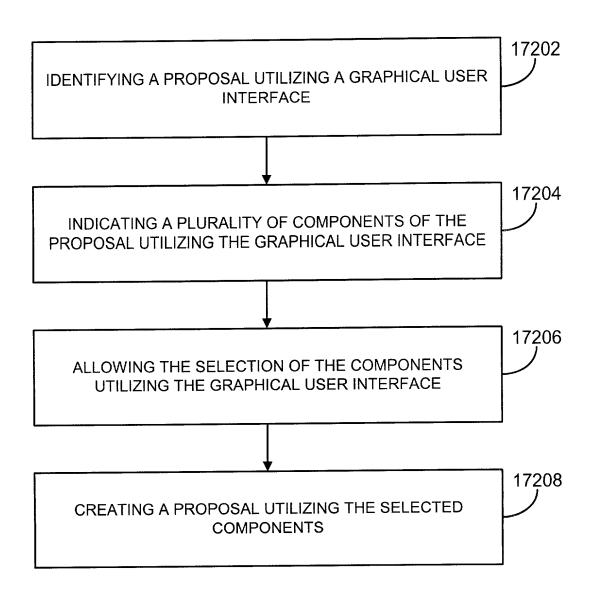


FIG. 172

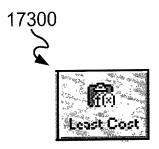


FIG. 173

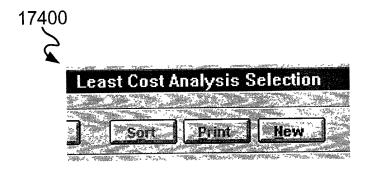


FIG. 174

Supply Patronage Sal	es/Inv Utilities <u>W</u> indow Help
Supplier	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Supplier Site	lost Contract Rolodex Restaurant Owner/Org. Membe
Distributor	
_DC '.	
ltem	
Pr <u>o</u> posal	
<u>L</u> east Cost Analysis	Edit / View Ctrl+Shift+Z
Contract	New (Using Previous)

FIG. 175

Bid Proposal Name: (None)	*	17600
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)		
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)		

FIG. 176

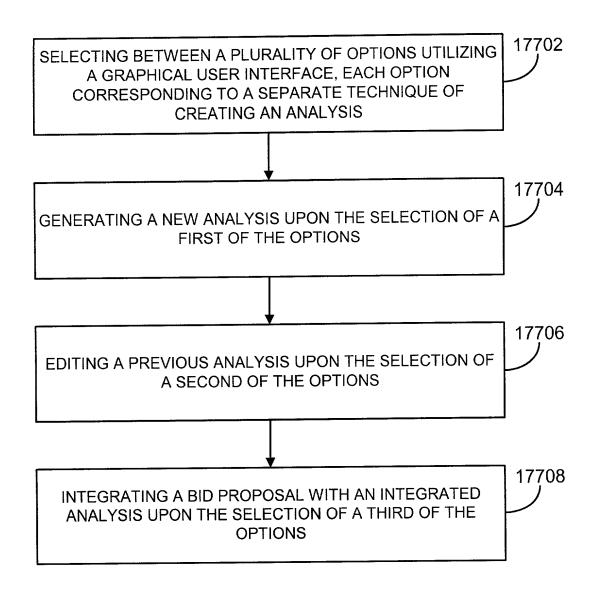


FIG. 177

17800	)
2	
×	
	Analysis Name:   Hash Brown Actual
	Analysis ID: 1036
	Buyer: Dennis Clabby ▼
	Period of Agreement: 10/1/97 THRU  9/30/98
	Unit Of Measure: CASE(S)  ▼

FIG. 178

17900				
کے				
*	Version (1) of (9)	******	***************************************	******
		One	FOB	8
	What is pricing method for this version ?	FOB	ı + Freigl	
	What is the RSI Invoice FOB Upcharge (Downcharge) ?		0.00	300 🗟
	Override RDC Truckload Validation?	No	- 1 (Milesen)	<b>L</b>
	Solution Strategy: Standard  Last Revision: 5	IM 51	97 1:04	PM

FIG. 179

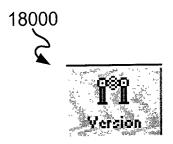


FIG. 180

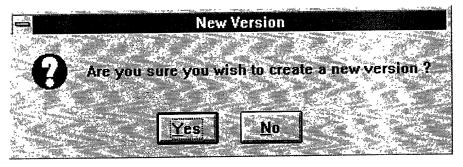


FIG. 181

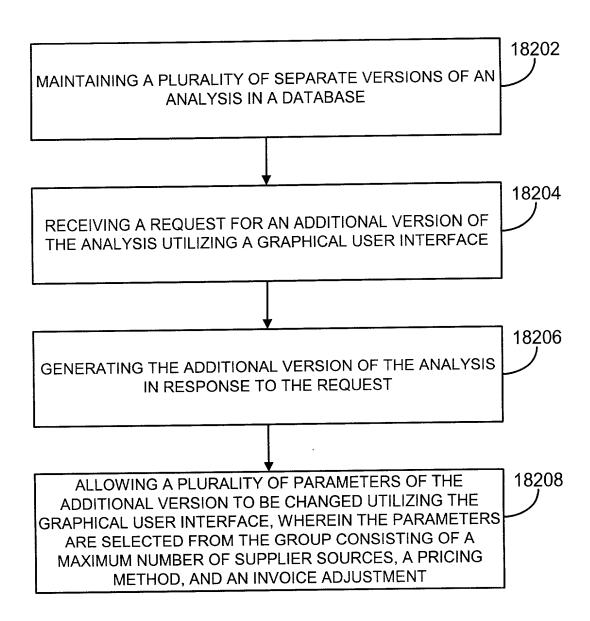


FIG. 182

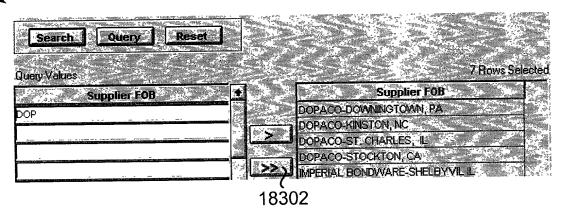
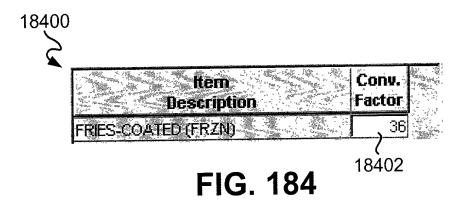


FIG. 183



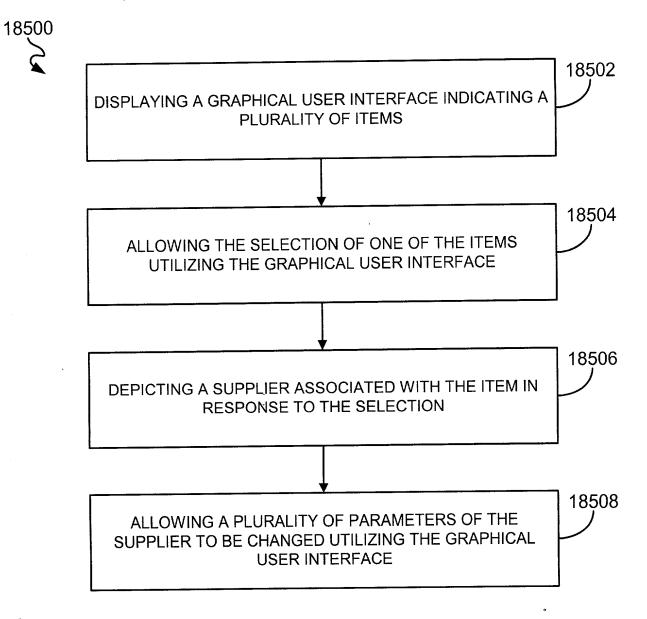


FIG. 185

item Descri	ption	Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA DOPACO-DOWNINGTOWN, PA	
Supplier Item Desc:	16 OZ COLD CUP	item No:	CP2942
ltems per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Oty:	The state of the s
item Size: Item Shelf Life:		Cases Per Pallet: Stacking Allowed: Mandatory	Man Comment of the Comment of th
Case Length:	22.125	Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 <b>POUND(S)</b>
Case UM	INCHE(S)	Net Weight:	27 28 <b>POUND(S)</b>

FIG. 186

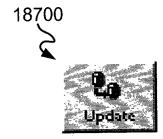


FIG. 187

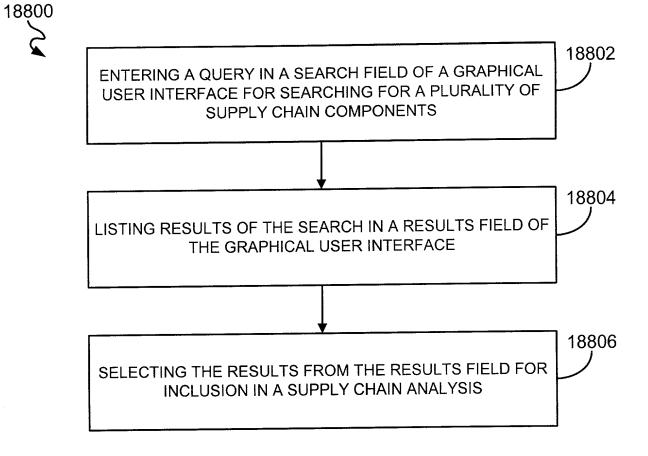


FIG. 188

Supplier J	erms SLP/PLT	Minimum	Maximum	Inclu	ide	<b>±</b>
CAVENDISH FARMS	<b>⊉</b> Pallet <b>⊉</b>			<ul><li>Yes.</li></ul>	- Military and Marie Control	ř
U.R. SIMPLOT COMPANY	🛂 Pallet 💆			Yes		ŢĄ.
LAMB-WESTON, INC.	🛂 Pallet 💆	200,000,000		O Yes	O No	
		ll.		2 2 2 2		142
Supplier FO	8	Minimum	Maximum	Inclu	The second secon	
LAMB-WESTON, INCPASCO, WA		90,000,000				i de la companya de l
LAMB-WESTON, INCRICHLAND V		0	55,000,000			
LAMB-WESTON, INCAMERICAN.F		90,000,000	110,000,000	(e Yes	C No	7 83

FIG. 189

Supplier Te	erms SLP/P	LT	Minimum	Maximum	Include
MCCAIN FOODS	🛂 Pallet	I	-777X77 C.		O Yes O No
NESTLE FOOD COMPANY	🛂 Pallet	¥			Yes C No
ORE-IDA FOODS	<b>⊁</b> Pallet	Y	225,000,000		● Yes ○ No 📑
	er de el c				
Supplier FOB			Minimum	THE RESERVE THE PROPERTY OF THE PARTY OF THE	Include
MICCAIN FOODS, LTD PRINCE FDW	ARD ISLAND		18,000,000		O Yes @ No
MCCAIN FOODS LTD -PORTAGE LE			45,000,000		C Yes © No
MCCAIN FOODS, INC-OTHELLO, W		Ъ,	27,000,000	132,000,000	● Yes ○ No

FIG. 190

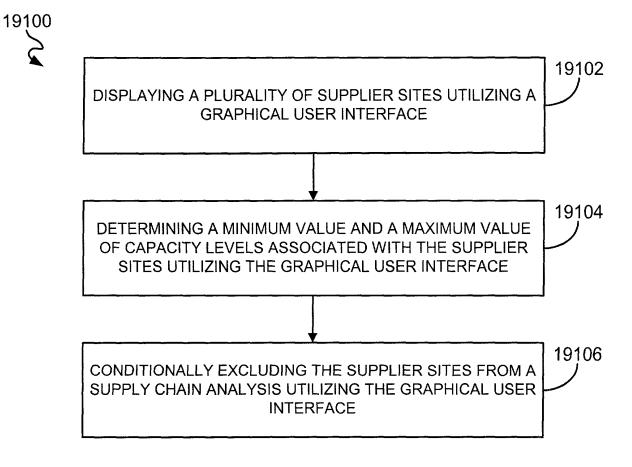


FIG. 191

Supplier	# Vol	ame	
HUDSON INDUSTRIES	0	A	
INTERNATIONAL DIVERSEFOODS	- D E		
SUPERIOR COFFEE & FOODS			
Supplier FOB	+ 2 7 2 10	em Con	FOB # Volume
HUDSON INDUSTRIES TROY AL.	MAYO-BULK	22.4	3.4200 0
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-1	TARIAR	).2300 <b>0</b>

FIG. 192

Supplier	# Volume	25 25 25 25 25 <u>1</u>
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	<b>0.1</b>	
Supplier FOB	ltem	Cont FOB # Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026 0
	BEEF - 77%	1.0016 1 2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010 2 2,508,000

FIG. 193

Supplier :	#	Volume			
VENTURA FOODS	0				
VENTURA FOODS	1	100,000			
	7.6				
Supplier FOB	文. 主	ltem :	Cont FOB	# Volu	me
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BL	ILK:	8 9400	-0	to the
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BL	lk.	8 8400	3 7	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-B	ULK-TARTAR	9 5 1 0 0	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-B	JLK-TARTAR	9 4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BL	lk .	9 1200	-0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BL	J.K	9 0200	1	
VENTURA FOODS CITY OF INDUSTRY 📃	SAUCE-D	ULK-TARTAR	9 5800	-0 /	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-B	ULK-TARTAR	9 4800		

FIG. 194



Item Description	Supplier FOB
FRIES-COATED 10 10 10 10 10 10 10 10 10 10 10 10 10	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED	EAMB-WESTON, INCPASCO, WA
Distribution Center:	Delivered # Volume
AMERISERVE-OMAHA, NE	0.3750 0 0
AMERISERVE-PLYMOUTH, MN	0 3850 0 0
AMERISERVE-WAUKESHA	0 3670 0 0
FLEMING FOODS-KAPOLE	0 4725 0 0
KING PROVISION-ATLANTA	0.3950 0 0

FIG. 195

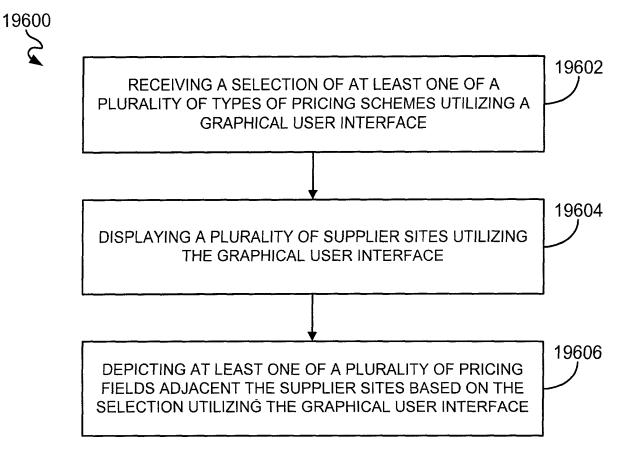


FIG. 196

Total Rest. Gr	owth Amount $\sim$ 19702	Control of the last of the las	sage Period 1/97 to 08/31/98			
	Distribution Center		Current Rest. Count	Restaurant Growth %	Projecte Rest. 0	
AMERISERVEVO			- 35	5.00% 5.00% 5.00%		37
AMERISERVE-ON AMERISERVE-ON	ST-SALTLAKEUT MAHA, NE		166	5 00%		174

FIG. 197

7 C 2 C 2 C 2 C 2 C 2 C 2 C 2 C 2 C 2 C	
item	eriod
CHICKEN-PATTY	
	-0.0
Distribution Previous Projected Covg. Aug. # DC/Item Projected	. "William " " " " " " " " " " " " " " " " " " "
Center osage issued	age
AMER-OMAMA 44,035 166 98,49% 24.12 4.00%	49,205
AMER-PLYMOUTH 3 37,141 177 100,00% 18:30 5.00%	40,823
AMER-MILWAUK 38,520 188 100 00% 19.02 0.00%	42,909

FIG. 198

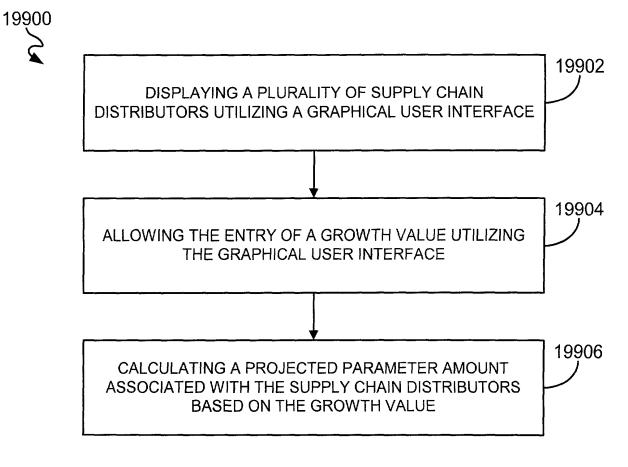


FIG. 199

CAVENDISH FARMS	Dieppe	NB	E1A6X4
JR: SIMPLOT COMPANY-HERMISTON, O	OR Hermiston	OR	99999
AMB-WESTON, INCAMERICAN FALL	SID American Falls	ID.	83211
Distribution Center	Lane Restriction	in Ho	nor TL Rate
MERISERVE/POST-ALBUQUERQUE	C Solver C Required	Excluded	` [F4. * '
MERISERVE/POST-DENVER	O Solver O Required	© Excluded	`T
MERISERVE/POST-SALTILAKE,UT	O Solver O Required	Excluded	T.
MERISERVE-OMAHA, NE	O Solver O Required	Excluded	
MERISERVE-PLYMOUTH, MN	O Solver O Required	Excluded	T.

FIG. 200

20002

20100

Supplier F0B		Address	7	Y 14/3/4	1
CAVENDISH FARMS	Dieppe	25EZ.	NB	E1A6X4	H
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	S. Carlot	OR	99999	
LAMB-WESTON, INC -AMERICAN FALLS ID	American Falls		ID .	83211	
Distribution Center  AMERISERVEPOST-ALBUQUERQUE		ine Restriction			
AMERISERVEPOST-ACHOGUERQUE  AMERISERVEPOST-DENVER	Solver  Solver	Required C	20000 A 40000000 A 20000	A 10 10 10 10 10 10 10 10 10 10 10 10 10	
AMERISER A CIRCUS I - DEMACK	20luet	C Required C	Exclud	160	

FIG. 201

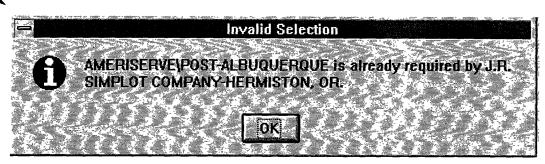


FIG. 202

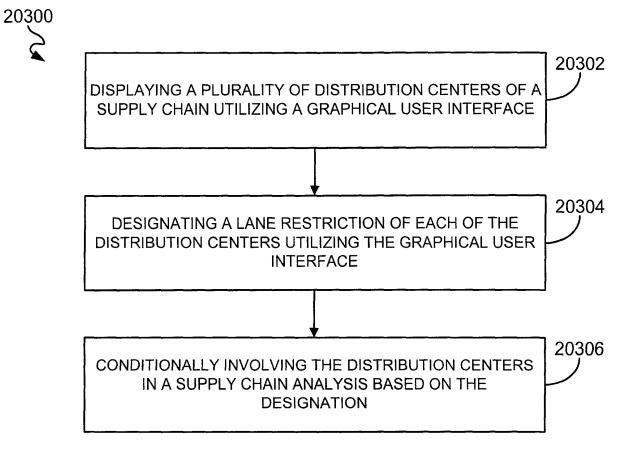


FIG. 203



Supplier FOB		Address	<u> </u>
CAVENDISH FARMS	Dieppe	NB.	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC. AMERICAN FALLS ID	American Falls	( <b>P</b> ⊕)	83211
Distribution Center	Truckload Lane Freight Distance		
AMERISERVE/POST-ALBUQUERQUE	1,617		
AMERISERYEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE,UT	691		

FIG. 204

Sup	plier FOB	*			Addr	e <b>ss</b>		1
O.K. FOODS-FORT SN	ITH AR		Fort 9	Smith		AR	72904	
TYSON FOODS-GREE	N FORREST	, AR	Gree	n Forest		AR	72638	
TYSON FOODS-RUSS	ELVILLE AF	<b>?</b> → 76.	Russ	elville		AR	72801	
							727	
Distribution	The second secon					10,001 to		S
Center		Minimum	LBS	5,000 LBS	TU,UUU-LB:	S 20,000 LB:		
PS-ATLANTA	15,000					1.1	0	
S-BURLINGTON	15,000	400.00				1.2	0	

FIG. 205

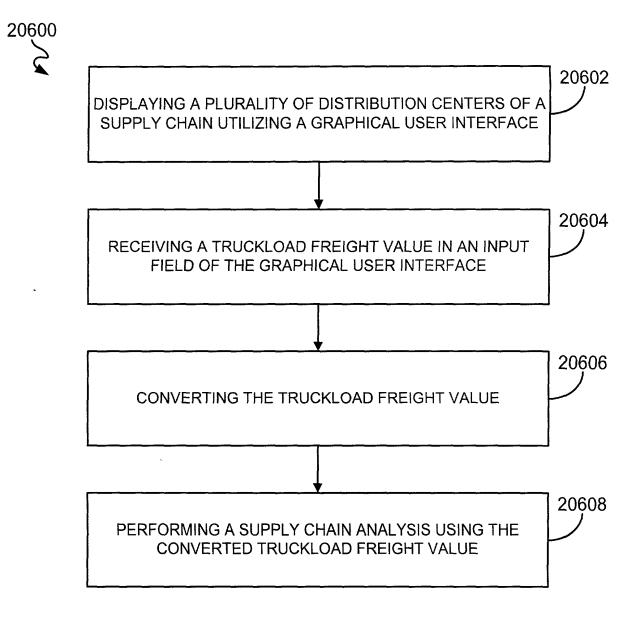


FIG. 206

- THE WOODS . / TENESCO.	PT - 2" = \$100000000000000000000000000000000000	TERRESERVAN VIII	<b>やくスミハ *39回8007</b>	il American	290300E A. XMI	700000	in Western	30000		200			
400	Aı	nalysis	Region			Force	FOB	3					
MCCABE-	PORTLA	ND/RW	V-ANCH	ORAGE		O Yes	(i) No				o., your	a Carlo	The State
										۳.,			
				£					7				
E(***	Nistri	bution	Center	Name				Sit	e Role	-3).	. T.	117	· •
MCCABE		7. 7.4.7.				Corp	orate &	FOB P	oirit				
RESTAUF	RANTS N	W-ANCI	HORAGE	. T4		Corp	orate 8	FOBP	oint 🦡				
	MCCABE	MOCABE-PORTLA  Distri MCCABE QUALIT	MCCABE-PORTLAND/RM/  Distribution  MCCABE QUALITY FOOD	MCCABE-PORTLAND/RNW-ANCH Distribution Center MCCABE QUALITY FOODS-PORTL	Analysis Region  MCCABE-PORTLAND/RNW-ANCHORAGE  Distribution Center Name  MCCABE QUALITY FOODS-PORTLAND  RESTAURANTS NW-ANCHORAGE	MCCABE-PORTLAND/RNW-ANCHORAGE  Distribution Center Name  MCCABE QUALITY FOODS PORTLAND	MCCABE-PORTLAND/RNW-ANCHORAGE  Oistribution Center Name  MCCABE QUALITY FOODS-PORTLAND  Corp.	MCCABE-PORTLAND/RNW-ANCHORAGE  O Yes O No  Note: Note: Name  MCCABE QUALITY FOODS PORTLAND:  Corporate &	MCCABE-PORTLAND/RNW-ANCHORAGE  O Yes O No  Distribution Center Name  MCCABE QUALITY FOODS-PORTLAND  Corporate & FOB P	MCCABE-PORTLAND/RNW-ANCHORAGE  O Yes O No  Distribution Center Name  MCCABE QUALITY FOODS-PORTLAND  Corporate & FOB Point	MCCABE-PORTLAND/RNW-ANCHORAGE  O Yes O No  Site Role  MCCABE QUALITY FOODS-PORTLAND.  Corporate & FOB Point	MCCABE-PORTLAND/RNW-ANCHORAGE  Of Yes Of No  Distribution Center Name  MCCABE QUALITY FOODS PORTLAND  Corporate & FOB Point	MCCABE-PORTLAND/RMV-ANCHORAGE  O Yes O No  Distribution Center Name  MCCABE QUALITY FOODS-PORTLAND  Corporate & FOB Point

FIG. 207

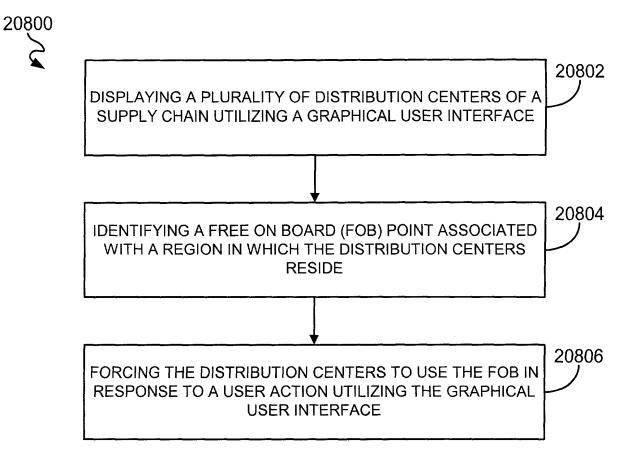


FIG. 208

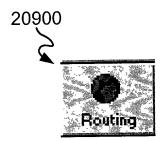


FIG. 209

Report Selection Report Name: Report Type: Freight Information Provided Optimal Product Routing Freight Information Provided Report Parameters LTL Routing Grid By Lane Supplier: (All) Routing Results By Lane Routing Results By Lane, Item Supplier FOB: (All) Routing Results w/RDC Breakout By Lane Distribution Center: (All) Routing Results w/RDC Breakout By Lane, Item TL Freight Variance Analysis Version: Base Version

FIG. 210

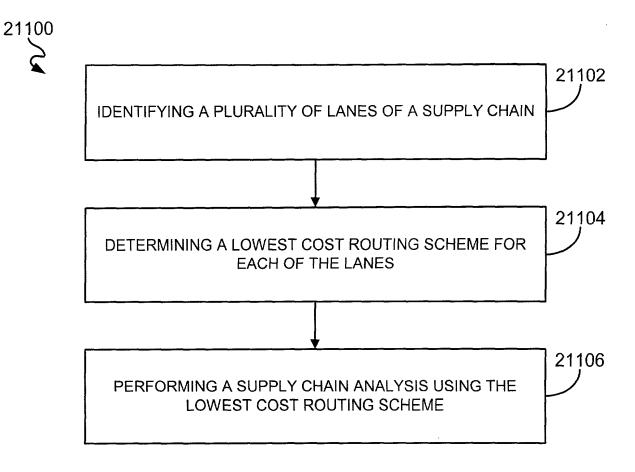


FIG. 211

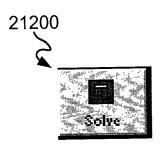


FIG. 212

7	213	302				
* * * \$50000 * * *	ort Selection		Report Name:			7
2 - 200000-0	arded Volume		Awarded Volume b	y Item - Detail		***************************************
Αw	/arded Volume		469			
6350.4	nparison Reports				<b>-</b>	
\$1000 A	st Matrix Preview			All the second of the second o		
Op Tal	timal Product Routing					
Tal	o Reports				<u> </u>	24/4 3 - 3
*3			450		<b>₹</b>	A Plan
			ew Capacity & Prices	<u> </u>		

FIG. 213

Awarded Volume by Item - Detail

## Awarded Volume by Item - Detail

Awarded Volume by Item - Freight Awarded Volume by Item - Summary

Competing DC Freight Analysis by Item

Lane Assignment Matrix

Lane Weighted Average Delivered Cost

## FIG. 214

## Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion) Invoice FOB Detail Comparison (with conversion) Invoice FOB Savings Comparison (no conversion) Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

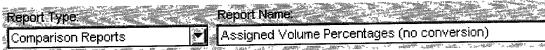


FIG. 216

21700

## Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217



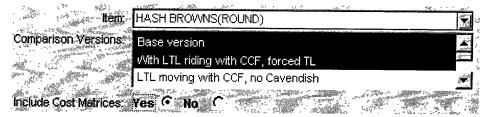


FIG. 218

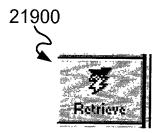


FIG. 219

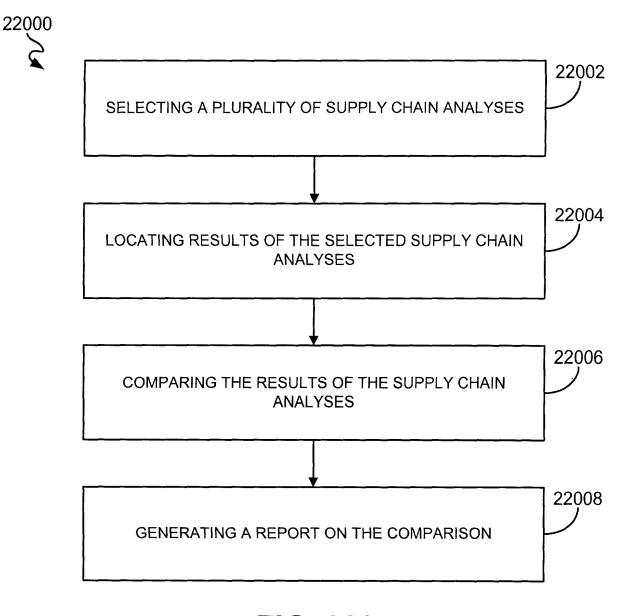


FIG. 220

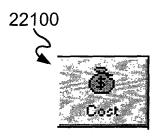


FIG. 221

Cost Matrix Creation

Please choose the action you wish to perform.

Create Cost

Cancel

FIG. 222

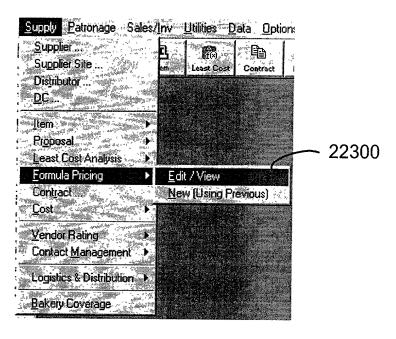


FIG. 223

Formula Pricing - B	EEF - 77% - 04/06/98	308
General Info Pricing	Freight Formulas Block Cost Adjustments	
	The same of the sa	
	Pricing III: 1.12	
	Description: Beef Pricing 04/06/01	
ALL Venture Conference		- 1877 - 1986 - 1
	Item: BEET - 77%	
Raw Materia	Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/0	
Cost Matr	ix Begin Date: 03/15/01 End Date: 03/28/01	
	03/28/01	
FOB Adjustn	nent Amount: 0.0000	And Charles and Charles and Charles
XIII '- IV. XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	The second secon	

FIG. 224



eneral Info	Pricing	Freight	Formulas	Block Co	ost Adju	stments			TO VENERAL TO THE SECOND S			
Date 1	FRSH DOM 50% TRIM	FRSH Dom 65% Trim	FRSH DOM 73% TRIM	FRSH DOM 76% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN			FRSH DOM 90% LEAN YW	DOM 90%	IMP AUS 90% LEAN	Lean Fine Ta Beef
3/23/98	0 8800	0 9100	0.9052	0 9300	0.9318	0 9900	0 9900	0.9950	1 0000	0 9500	0 9500	0.79
3/24/98	0 8800	8 9100	77.7	0 9400	0.9224	0 9800	1 0000	1.0500	1 1000	0 9400	0 9600	0.84
3/25/98	0 8800		0.8857	0 9100	0.9224	0 9800	1 1000	<b>1.150</b> 0	1 2000	0 9500	0 9300	0.92
3/26/98	0 8850	0 9155	0.8945	0 9190	0.9275	0 9855	1 2000	1.2500	1 3000	0 9600	0 9500	1,00
3/27/98	0 8900	0 9200	0.9344	0 9600	0.9275	0 9855	1 0000	<b>1.05</b> 00	1 1000	0 9550	0 9800	0.84
3/30/98	0 8800	0 9300	0.9441	0 9700	0.9318	0 9900	0 9995	0.9998	1 0000	0 9870	0 9650	0.79
3/31/98	0 8860	0 9160		0 9800	0.9412	1 0000	1 1000	1.1250	1 1500	0 9550	0 9870	0.90
4/01/98	0 8700	0 9200		0 9650	0.9224		1 2000	1:2300	1 2600	0 9630	0 9630	0.98
4/02/98	0.8500	0.9400	0.9490	0 9750	0.9318	0 9900	1 0000	1.0250	1 0500	0 9540	0 9870	0.82
4/03/98	0 8515	0 9700	0.9539	0 9800	0.9412	1 0000	1 1000	1.0750	1 0500	0 9580	0 9870	0.86
- 100	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.87

FIG. 225

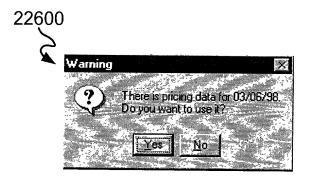


FIG. 226

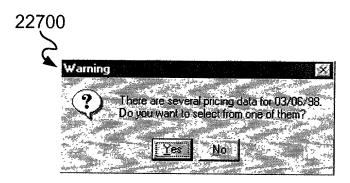


FIG. 227



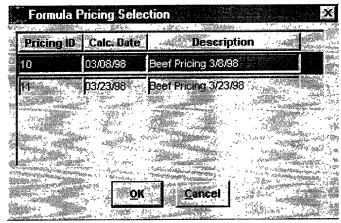


FIG. 228

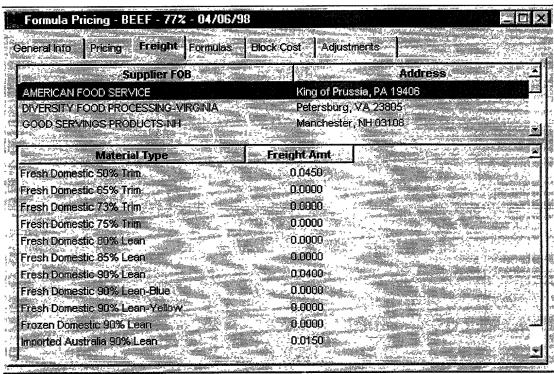


FIG. 229

T I I	FD5	OTR	FD6	STR	F07:	пс	FD80	ILC	FD8	SLN	FD90	LC	IMAL	198	LF	B	Total
ormula	Pct.	Cost	Pct.	Cost	Pet.	Cost	Pet.	Cost	Pct.	Cost	Pct.			Cost	Pct.		<u> </u>
FS-1	0.3120	0.2871			55×55×75	x 12 4/100 BH	STATE WHEN	R			0.1880		PER PERSONAL PROPERTY AND PROPE	of the owner of the owner, so the owner,	0.1000	0.0911	0.9840
(V-1 "	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368		· - *					0.3200			W-114	6.9941
SP 🐃	0.3270	0.3042	ADSE AND		40 / <sub>W</sub>	ANG TO	後を食みれ	- 490-	Markey.		0:1730	0.1972	0.3600	0,3549	0.1400	0.1303	0.9866
801-1	0.2414	0,2200		334	11 × 1	/ "Linkson"	0.2179	0.2026	0.2179	0.2153	0,2179	0.2386	ALISE T	ولا أسيدان	0.1050	0.0956	- 0.9721
ER-1	0.3250	0,2926	2 -			97.28E-1.761		400			0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
EX-1 . I	-0.3090	0.2766		William !	-		696- · 3	C\$90,/57	, , , , , , , , , , , , , , , , , , ,		0 3410	0,3802	0.2500	0.2452	0.1000	0.0896	0.9910
wii I	0.3250	0 2958	2007	Harry Land		-2 448	2 γ γ γ γ <sup>(</sup> α <sup>(</sup>	~ indoor		7,9 2/1	0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
VS-1	0 3325	0.2977		- Carl	\$457 AN	72.F.		consider.	1000	Fight Bour	0 4875	0.5165	0.1000	0.0986	0.1000	0.0890	1.0018
	7 24	anishtimiatura			in Ti	CHAIR S		Saluk Milia	MZZ	Maria de la compansión de	*	7	1.73	or division	\$\$5.6 (*.)PQ	Ψ <sup>*</sup> ~, , ,	T Y Y
1	a. Am	ik <b>ilini</b> a a	, <u>F</u>	- magazine		Marie Control	n nagadan in ini		Mario 12		er ye.	2 /4	actional		798	Parlinizar-vet-yi	puse on not not to be size
	eran ar grynnin Gall D-Amsoniki	* · · · · · 1	PATES To	\$ 10 <u>0</u> ~ .	r v v vzppi		Maximus and	444			The state of	A Cocas mala	aka (Malifoldi		er challen		
A A CAMBONIA			jjy, kara,	Karagasa .	2V 2 / 100 HZ		Stale R.	That were	1000.01		1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	Car of Mark		ella Glagori	ins coupling	Schleeffer.	2 X X
- XX x #																	

FIG. 230

eneral Info	Pricing Freight	Formulas	Block Cost	Adjustment	8.	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price Include?	
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	ing ngh Jung 1993
DIV-1	0.9941	0.98	\$1,0123	0.1669	\$1.1792	
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	
SER-1	0.9684	0.99	\$0.9831	0.1325	✓ \$1.1156 ··· ✓	200
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1,1299 // V	
<b>99HI-1</b>	0.9765	0.98	\$0.9939	0.1275	\$1.1214	
WAS-1	1.0018	- 0.98	\$1.0202	0.1334	\$1.1536 · V	
antiganis (biran) (biran - 510)		Militaryaya Militaryay		100.34	And the state of t	elga,
						Property Lakery
						29.00 kg
						uri ari
				Street 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2		
**************************************			ne.a			Ó

FIG. 231



Formula 🐇	Raw Cost Yield	FOB Price   Margi	n Adjustments Adj.	FOB Price	7200
AFS-1	0.9840 0.9850	0.9990 0.123	TANKAN K. A. T.	1.1222	
DIV-1	0.9941 0.9820			1.3292	
GS-1	0,9866 0.9830		M 4	1.1324	
S&C-1	0.9721 1.0000	PRINCE TO SEA WHITE THE END AND AND AND AND AND AND AND AND AND A	7 0.0000	1.1178	
SER-1	0.9684 - 4 0.9850	and the second of the second o	Appendiculating author annual report for a contract of the section	1.1156	4.91
TEX-1	0.9916 0.9850	/ 4.0067 0.123	Z	1.1299	est of E
Amount	A TAMBANAM	Adjustmer	nt Desc		N >-4
0.1500	Upcharge				
Charles Color			147 A		,,,,***
			Harry Mar 2	74.40	
L.C. Hade					Roll Bassic
		A William Company of the Company			
			Contract the Contract of the C		really despute
					_ 3.5

FIG. 232



FIG. 233

FIG. 234



ormula ID Facility	Description	Short Name
5 AMERICAN FOOD SERVICE	American Food Service For	mula A AFS-1
7 DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8 GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Material Type	Begin C	late Percentage
Fresh Domestic 50% Trim	10/03/199	31.2000%
	10/01/199	96 20.0000% °
Fresh Domestic 73% Trim		
Fresh Domestic 73% Trim Fresh Domestic 85% Lean	10/01/199	37 <b>5.0000%</b> 😤

FIG. 235

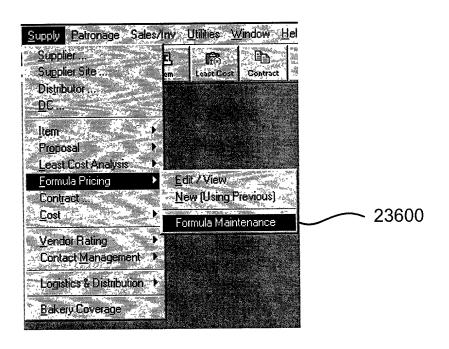


FIG. 236